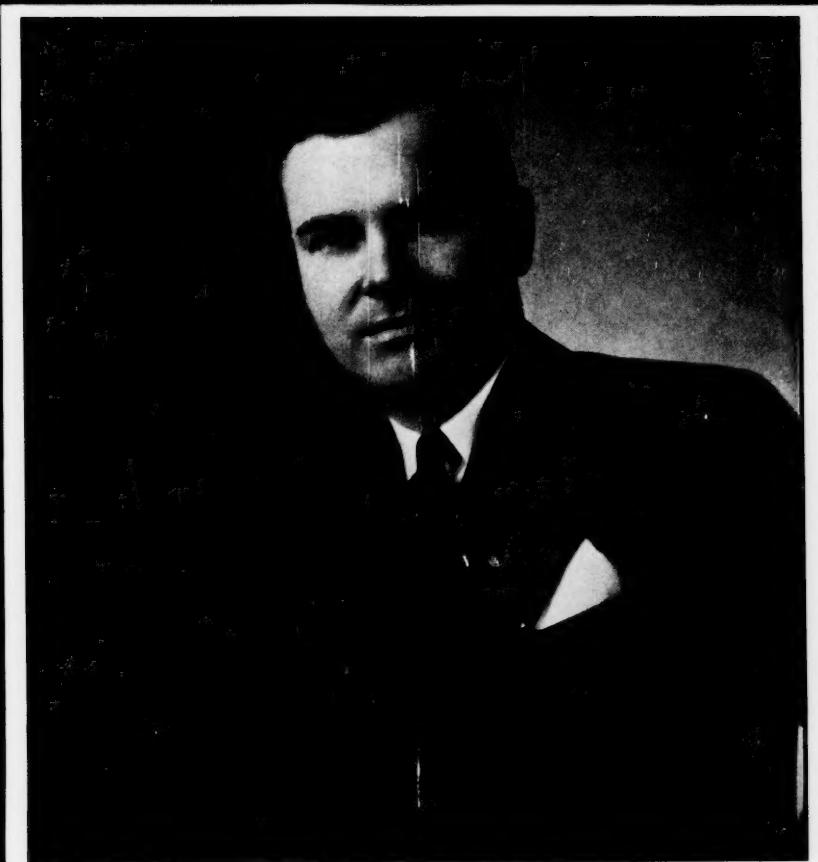


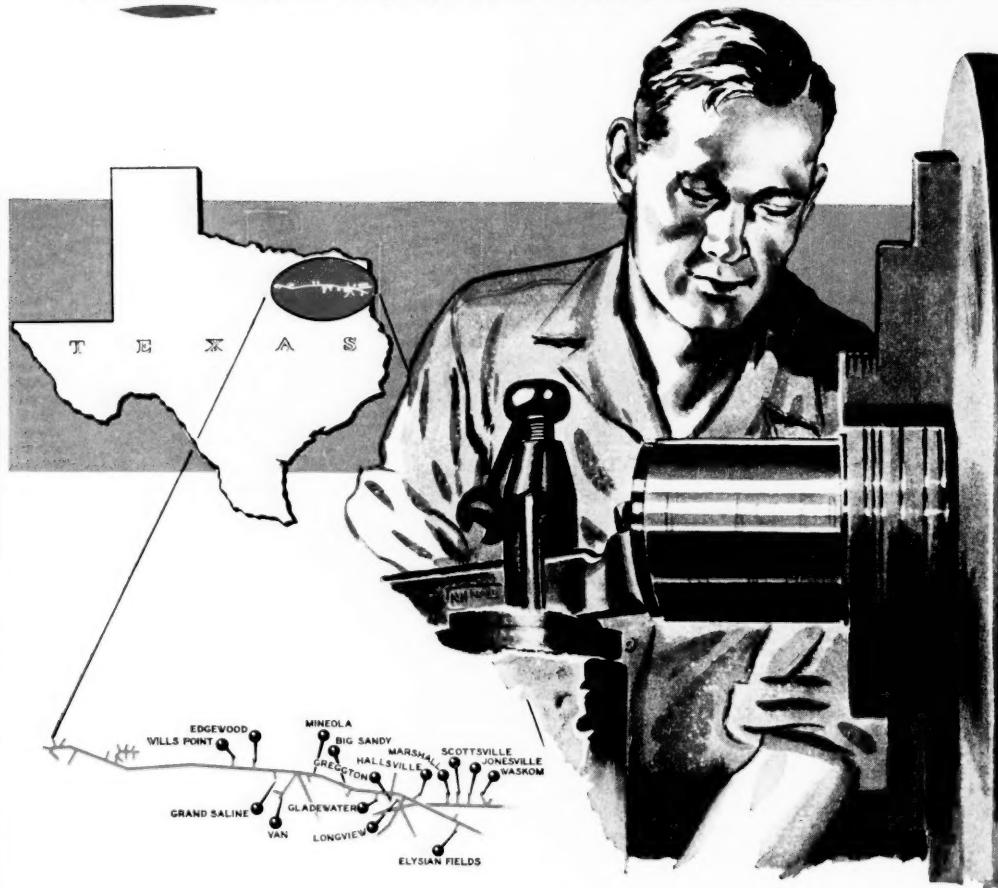
MANUFACTURERS RECORD



Robert C. Jackson

Heads new Institute that gives cotton industry its first "united front" (pages 6, 36)

IF SKILLS ARE A FACTOR IN LOCATING YOUR PLANT . . .



You'll find skilled workmen to man the machinery in your new Gulf South plant if you locate in one of these East Texas communities served by United Gas. Here are small towns and large, each with an intelligent, easily-trained supply of workers. You will appreciate the favorable labor attitude in the area, and the mild climate that means low absenteeism and low turnover. Here, too, are excellent markets for your finished products, plus diversified raw materials, adequate power and clean, economical natural gas fuel. Investigate the available plant sites in these East Texas communities today.



UNITED GAS

One of a series featuring the cities and towns
of the "Gulf South" served by United Gas.

SERVING THE

Gulf South

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Snow in some parts of Alabama is so rare that many of the youngsters have never seen snow. Yet in Alabama there is a plant which exports dimensioned wood for Norwegian skis.

This is a native industry, but there are many transplanted industries—industries manufacturing items ranging from lingerie to men's hats, and glass to tractors.

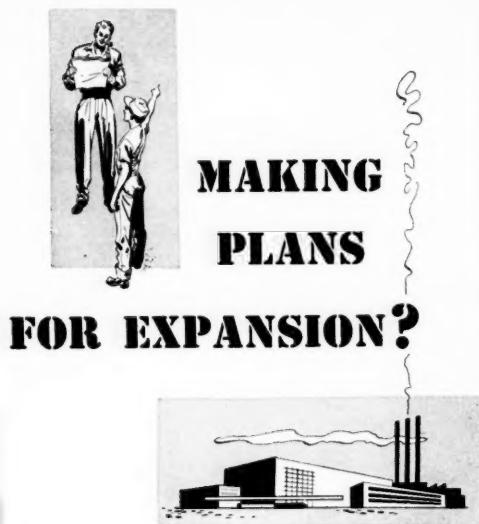
It was our pleasure to advise with many of these newer types of industry for Alabama in advance of their location. Tell us of your requirements and we'll present impartial factual information which will help you decide if Alabama should be the location for your plant. Your inquiry will be held in confidence.

There's a Great New Market in the Southeast.

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Industrial Development Division

B I R M I N G H A M 2, A L A B A M A



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THIS MONTH

A New Outlook

Our readers no doubt noticed last month the change that we made in the Southern Business Outlook and Southern Spotlight departments. The latter did not appear in the October issue, and will not appear as such from now on. Instead, the business outlook was expanded, and, we believe, improved in that the vital data for each of the sixteen Southern states appeared under the name of the particular state along with a brief summary of the business activity in that state. This material appeared in addition to the total figures for the area which, with "Following the Trend," had made up our business outlook page previously.

Our aim, of course, is to present this information completely and yet as clearly and concisely as possible, and we believe that last month's style of presentation was a step in that direction. This month we have made an additional refinement. The editorial summaries for each state have been left out, and the space thereby made available carries a map of the United States on which the following will appear each month: In each of the 16 Southern states a plus or minus figure denoting the trend of industrial activity—the latest month being compared with a year ago; the average figure for the entire South, and the average for the rest of the nation. We feel that the obvious advantages of this representation justifies our withdrawing the state summary paragraphs.

Page—9

The South is also the Safest

In addition to the many advantages that the South holds for industry that the MANUFACTURERS RECORD has been proclaiming for years, the development of the atom bomb, in particular, and of the means of waging war, in general, has added still another inducement to industry to move South. Our national defense plans are concerned primarily with defense against attack from Russia or Siberia. Should an attack upon the continental United States come from either or both of these areas by air or by sea (including the launching of rockets from submarines), it would have to penetrate hundreds of miles of our defenses before reaching the South. This strategic strength of the South promises a new wave of industrialization in the area in the next ten years.

Page—34

Cotton Merger

The recent merger of the American Cotton Manufacturers Association, headquartered at Charlotte, N. C., and the Cotton-Textile Institute, based at New York, has given rise to much optimistic talk about the future of the cotton industry, due mainly to the fact that this constructive action gives the industry its first "united front." The new organization, the American Cotton Manufacturers Institute, is a non-profit, non-stock North Carolina corporation with its permanent headquarters at Charlotte. The selection of Charlotte has been hailed as proof that the South is now the center of the U. S. textile industry, if not of world textiles.

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MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



Volume 118 November 1949 Number 11

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Sub Contractors



In Mid-America

- In the Heart of the Nation
- Where standards are high, and work stoppage is low
- Equi-Distant from all the great manufacturing centers
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Now in preparation

An up-to-the-minute listing of prospective contractors and sub-contractors in the four-state area of Southwest Missouri, Northeast Oklahoma, Southeast Kansas, and Northwest Arkansas.

Careful attention has been given to the requirements of manufacturers, processors, and government procurement agencies interested in contracting small manufacturing concerns for defense contract and sub-contract work.

This complete, convenient, compilation of the availability and capacity of small manufacturers in the four-state corner of Northwest Arkansas, Northeast Oklahoma, Southeast Kansas and Southwest Missouri is in preparation now!

There's no cost or obligation. The listing is being made available as a public service of The Empire District Electric Company, which serves this vital Mid-America region. Just fill out the coupon below and send it with your company's letterhead to The Empire District Electric Company, 602 Joplin Street, Joplin, Missouri.

Please send me a complete listing of prospective contractors and sub-contractors in The Empire District of the Southwest.

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Remember — You're Wanted in the Empire District — Industry's New Opportunity Land

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...as fundamental
in principle as the wheel



Like the smooth, rolling action of the wheel, the coiling upward action of Kinnear Rolling Doors involves a *basic principle* of highest operating efficiency. You can change the wheel's "face" in hundreds of ways, but you can't find a better way to do its job. By the same token, the basic advantages of Kinnear Rolling Doors give you the best answer to door needs.

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Kinnear Rolling Doors may be controlled manually, mechanically, or electrically. Built of various metals, in any size, for easy installation in old or new buildings. Write for details.

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KINNEAR
ROLLING DOORS

Offices and Agents in All Principal Cities.

MANUFACTURERS RECORD



COVER ILLUSTRATION—Robert C. Jackson, recently elected Executive Vice President of the newly formed American Cotton Manufacturers Institute, is highly capable and widely experienced, having served as manager of the National Cotton Council's Washington agency for several years. He is a specialist in world consumption and marketing of cotton textiles and in cotton production. A 38-year-old man, he has risen to a high place in textiles from a Mississippi farm.

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Single Copy 35¢; Back Numbers
Over Three Months Old 50¢

LETTERS

Sir:

I am not a union member. I have, in the past, fought some union activities that I thought were wrong. But you and such as you are driving more and more thoughtful people toward the side of organized labor when you publish such rubbish as in "Little Grains of Sand" for October, page 28, quote: "railroads paralyzed by a word from some boss."

Perhaps you are right and I am wrong. But my brother, who is a railroader and a rabid union man, has assured me time and again that a strike can come about only after a majority of the members vote for it. I don't think he would deliberately lie to me, and I know he knows what he is talking about.

What do you say about it? Do you actually think that you are right, or are you deliberately lying yourself? As something of a journalist myself, I would think that you would go to great pains to tell the truth, and to not deliberately spread ill-will between labor and management.

What is your answer?

Ray Winslett

Jackson, Miss.

The union rank and file are given the doubtful privilege of voting "yes" on the question of empowering their leader to call a strike so that he can use the strike threat as a club to bludgeon acceptance of his commands. What loyal union man will deny his leader the power of that club in advance? He has no more alternative than has a communist in a "yes" election. "Railroads can then be paralyzed by a word from some boss." The boss has the authority, and the decision to use it is his.—Editor.

Sir:

I read your Louisiana feature issue of the MANUFACTURERS RECORD with great interest. I think it was a well gotten up magazine and I am sure the people of the South, especially Louisiana, appreciated the work that was done in this issue.

Q. T. Hardtner, President,
The Urania Lumber Co.

Urania, La.

Sir:

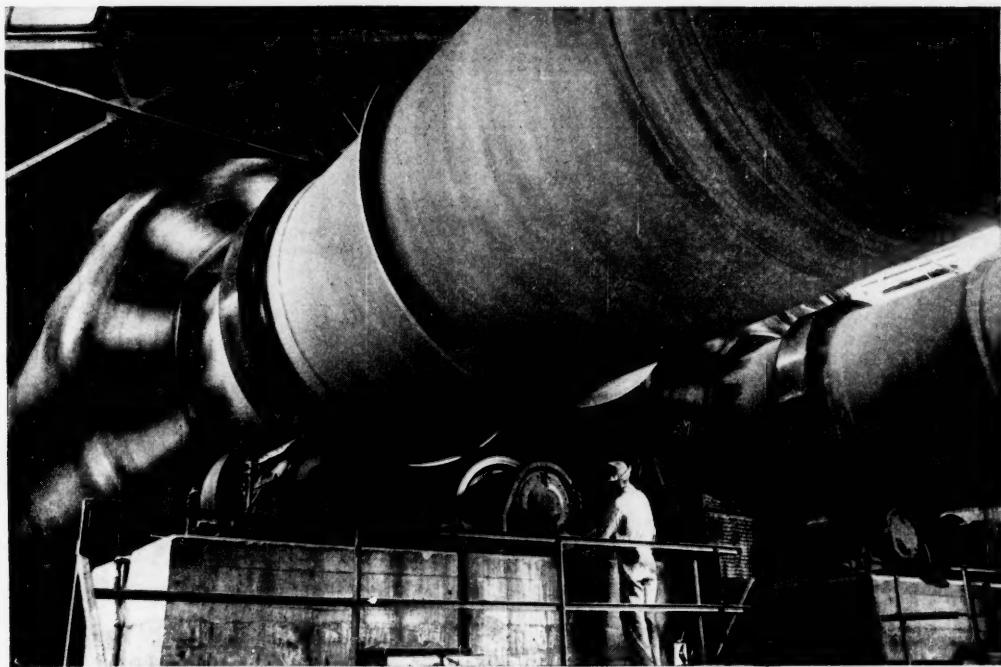
In one of your issues during 1901 there was published an article and map by a Russian geologist whose name was something like... Kackeristic.

If at all possible I would like to purchase a copy of the issue containing this article and map which made predictions concerning future oil fields in Texas.

If that particular issue is not available, I would like a readable photograph or photographs (or photostats) of this article and map (or maps) made from your file copy.

(Continued on page 8)

CEMENT COMES FROM COAL-BURNING FURNACES— —with a new twist!



Rotary Kilns at The Lawrence Portland Cement Company's Plant, Northampton, Pa.

Photograph by William Vandivert

Cement, the "plastic" wonder of construction engineers, is a good part *coal!* For it is coal heat swirling down these block-long rotary "furnaces"—that fuses the ingredients of cement into "clinker," and winds up as a vital part of the concrete highway you drive on, the sidewalks you use, and the foundation of the home you live in.

By *pulverizing* coal, mixing it with huge amounts of air, and blowing it into specially designed furnaces, modern combustion engineers are getting amazing new efficiency from coal. In the cement industry, for example, it is now possible to produce a barrel of cement from as little as 65 pounds of coal. In the most modern public utility plants today, it takes less than a pound of coal to create a kilowatt of electricity.

For such needs, modern coal mines produce 'prescription coals'—coal constant in specified chemical values, in size, in moisture content. The bituminous coal industry can deliver such special coals, thanks to constant investment in new mines, new mining methods, and above all, modern coal preparation plants. And that progressive program continues to be carried out at a rate that calls for an expenditure of more than a billion dollars in the space of five years.

Coal Mine Production Efficiency matches the progressive developments in the industries which coal serves. Modern mines are so mechanized that today's miner—making higher hourly earnings than are paid by any other major industry—can out-produce miners of all other nations, thanks to the machines which research has developed and progressive mine management has installed. This same mechanization benefits coal's customers, too, for it enables modern mines to produce, in volume, coal suitable for highly specialized uses. In their giant, automatic preparation plants, coal is now washed free of loose impurities, graded for size, and even combined with coals from other seams to produce exactly what industry needs for most efficient, lowest cost power.

BITUMINOUS COAL

BITUMINOUS COAL INSTITUTE
A DEPARTMENT OF NATIONAL COAL ASSOCIATION
WASHINGTON, D. C.

BITUMINOUS COAL... LIGHTS THE WAY... FUELS THE FIRES... POWERS THE PROGRESS OF AMERICA

NOVEMBER NINETEEN FORTY-NINE

LETTERS

(Continued from page 6)

I am quite willing to pay the costs of searching your files and all other costs in connection with photographing or photostating. Of course I would prefer a copy of the issue in which this material was published at any reasonable price.

If you will advise me the costs, I will send you a money order by return mail.

Earl R. Marts

Dallas, Texas

Sir:

Would it be possible for you to tell me where I can get a large glass dome for my French clock? I have been using this one since 1868 and it has now gotten broken, and I do want another very badly—can send exact size when I know where, but it is about ten inches thick and twenty inches wide and thirty inches high.

Thanking you for any help,

Harrison M. Reed, Sr.
R. F. D. No. 8, Box 235

Jacksonville 7, Fla.

Sir:

Your study beginning on page 34 of the MANUFACTURERS RECORD for October 1949,

entitled "South Leads in Income Growth," has been reviewed by me with much interest. I find very useful the basis on which you have adjusted the figures included in the three tables on page 35. . . .

Thomas W. Finney
Dallas Chamber of Commerce

Dallas, Texas

COMING EVENTS

NOVEMBER

2-5—**Paint Industries Show**, Atlantic City, N. J.

3—**Cotton - Textile Institute**, Annual Meeting, New York.

4—**Forest Products Research Society**, meeting of Virginia-Carolinas Section, Duke University, Durham, N. C.

5—**AATCC, Piedmont Sect.**, Charlotte Hotel, Charlotte, N. C.

6-8—**Southeastern Industrial Vision Congress**, second annual, Georgia Tech Campus, Atlanta, Ga.

7-10—**American Institute of Chemical Engineers**, annual meeting, Pittsburgh, Pa.

10-11—**National Foundry Assn.**, annual meeting, New York.

11—**AATCC, Philadelphia Sect.**, Kugler's, Philadelphia, Pa.

14-18—**Refrigeration Equipment Manufacturers Association**, 6th exposition, Atlantic City Auditorium, Atlantic City, New Jersey.

28-Dec. 3—**Chemical Industries**, 22nd Exposition, Grand Central Palace, New York.

30-Dec. 2—**Society for Experimental Stress Analysis**, annual meeting, New York.

DECEMBER

8-10—**American Chemical Society**, 5th Southwest Regional Meeting, Oklahoma City.

JANUARY

16-19—**First Plant Maintenance Show**, Auditorium, Cleveland, Ohio.

23-25—**American Cotton Manufacturers Assoc.**, annual meeting, Palm Beach Biltmore Hotel, Palm Beach, Fla.

23-27—**Southwest Air-Conditioning Exposition**, State Fair Park, Dallas, Texas.

Manufacturers Record for 1949 To Be Microfilmed

MANUFACTURERS RECORD announces that arrangements have been made with the University Microfilms, 313 N. First Street, Ann Arbor, Michigan, for microfilming their issues for the year 1949.

L. S. BRACH LABELS

ELECTRICAL UNITS

Uses Topflight Tape because it sticks at once and stays

The L. S. Brach Manufacturing Co. of Newark, New Jersey, manufactures many components used in electrical and radio assemblies and hook-ups. Typical is one of the applications shown here.

Operator Rocco M. Matullo is shown successively affixing two pressure-sensitive labels to a neon argon high speed duplex lightning arrestor, before shipment to the Western Railroad Supply Co.

Neat, attractive, adequate

Quickly applied in a one, two, three motion, one end of tape is sealed over the other. Clean, sharp printing and lustrous appearance make positive information easily read, for the life of the unit. No lost time, mistakes, or bewilderment because labels are torn-off or defaced.

Topflight Tape has pioneered in printed pressure-sensitive cellophane for industrial uses.

TOPFLIGHT TAPE COMPANY

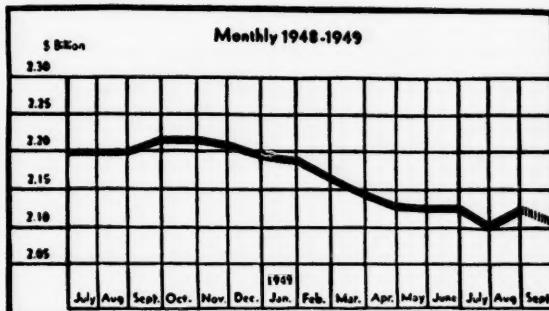
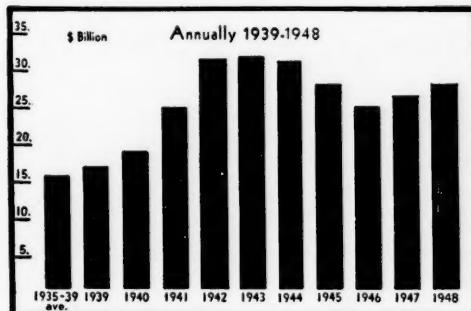
ERWIN HUBER, President

YORK

PENNA.



— SOUTHERN BUSINESS OUTLOOK —



The above charts present the trend of productive activity—in 1935-39 dollars. All other tabular matter in current dollars.

Following the Trend

A definite upturn occurred in the general business activity of the 16 Southern states during the month of August.

Manufacturing output, and particularly that of textile and related operations, improved markedly.

Mineral production likewise, despite unstable conditions in that industry, increased appreciably over that of July, but remained at a level considerably below that of a year ago.

Farm marketings were actually higher for August 1949 than for the same month of 1948, and construction as a whole was well above a year ago.

In the realm of finance and trade, activity continued at an encouraging pace.

There seems little doubt that economic activity as a whole was well on the way during August to reverse the downward trend that had been in evidence since the first of the current year. From preliminary indications, however, it now appears more than likely that work stoppages in steel and coal will present a setback to budding improvement, and that a downward trend will reassume itself during the months of September and October. If the impact from these deterrents proves to be prolonged, serious delay or even definite halt might be dealt to the evident upturn that can be seen to have been in progress.

Monthly Statistics

	Latest Month	Preced. Month	Year Ago
PRODUCTION, FINANCE, TRADE			
Manufactures (\$ mil.)	\$3,008	\$2,977	\$3,268
Durables	1,014	1,012	1,150
Nondurables	1,994	1,965	2,118
Construction Awards	318	318	252
Farm Marketings	804	626	789
Mineral Output	368	335*	477
Iron-Steel (000 tons)	1,887	1,733	2,098
Cotton Consumed (000 bales)	601	418	645
Lumber (mil. bd. ft.)	996	891	1,025
Electric Output (mil. kw.-hrs.)	8,579	8,196	8,342
Coal Output (mil. tons)	18	13	28
Crude Oil (mil. bbls.)	90	89	111
New Corporations	1,456	1,598	1,506
Business Failures	133	130	81
Bank Debits (\$ mil.)	\$15,752	\$15,836	\$15,890
Retail Sales (\$ mil.)	\$ 2,269	\$ 2,335	\$ 2,461
Carloadings	1,032	934	1,276

*Revised.

Steel and iron data from reports of American Iron & Steel Institute; Pine Lumber from Southern Pine Association; Hardware, Lumber from Nat. Lumber Mfrs. Assn.; Cotton from American Petroleum Institute; New business and business failures from Don & Bradstreet; Carloadings, Association of American Railroads; Other data from U. S. federal agency statistics.

DATA BY STATES

Among contributors of the following data are: Alabama Dept. of Industrial Relations; Florida Industrial Commission; Arkansas Department Employment Security; Georgia, Department of Labor; Maryland State Department of Employment Security; Louisiana Division of Employment Security; North Carolina, State Department of Labor; Oklahoma, State Employment Security Commission; Tennessee, State Department of Employment Security; Texas, the University of Texas, Bureau of Business Research; Virginia, Department of Labor and Industry.

ALABAMA

	Aug. '49	Jul. '49	Aug. '48
	(\$ million)	(\$ million)	(\$ million)
Manufactures	\$197.7	\$191.9	\$223.2
Minerals	9.4	7.6	12.1
Farm Receipts	17.5	16.6	19.3
Retail Sales	136.1	158.3	144.1
Bank Debits	522.	524.	553.

ARKANSAS

	Aug. '49	Jul. '49	Aug. '48
	(\$ million)	(\$ million)	(\$ million)
Manufactures	\$ 70.2	\$ 70.1	\$ 72.6
Minerals	7.8	7.3	8.5
Farm Receipts	22.6	22.9	23.7
Retail Sales	67.5	61.0	73.5
Bank Debits	205.	208.	208.

FLORIDA

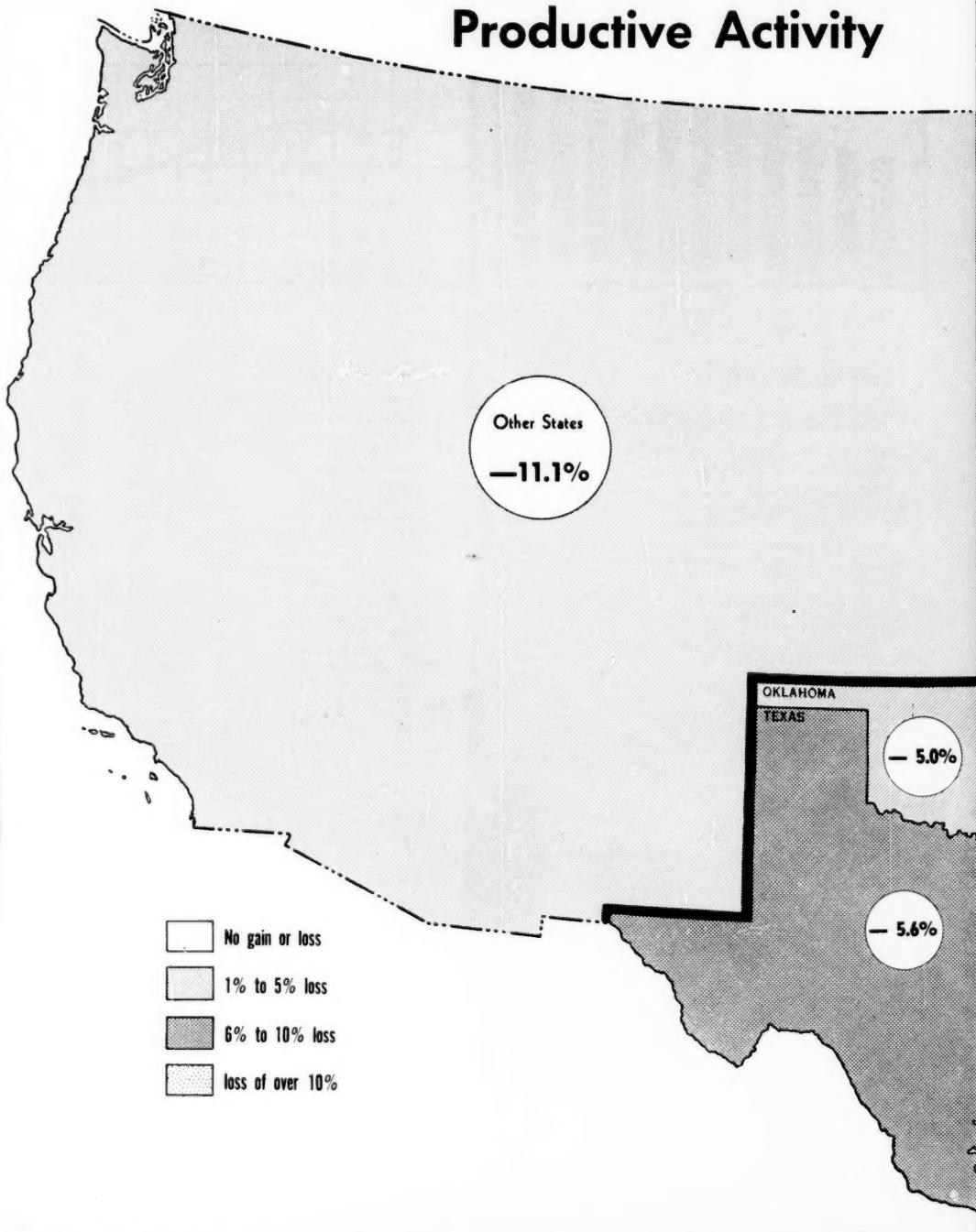
	Aug. '49	Jul. '49	Aug. '48
	(\$ million)	(\$ million)	(\$ million)
Manufactures	\$ 86.0	\$ 85.8	\$ 88.5
Minerals	3.9	4.4	4.5
Farm Receipts	19.8	12.6	15.5
Retail Sales	162.3	138.9	181.4
Bank Debits	711.	696.	680.

GEORGIA

	Aug. '49	Jul. '49	Aug. '48
	(\$ million)	(\$ million)	(\$ million)
Manufactures	\$254.5	\$246.3	\$286.4
Minerals	3.8	3.8	3.9
Farm Receipts	58.8	41.1	48.5
Retail Sales	160.4	188.6	167.3
Bank Debits	1142.	1030.	1138.

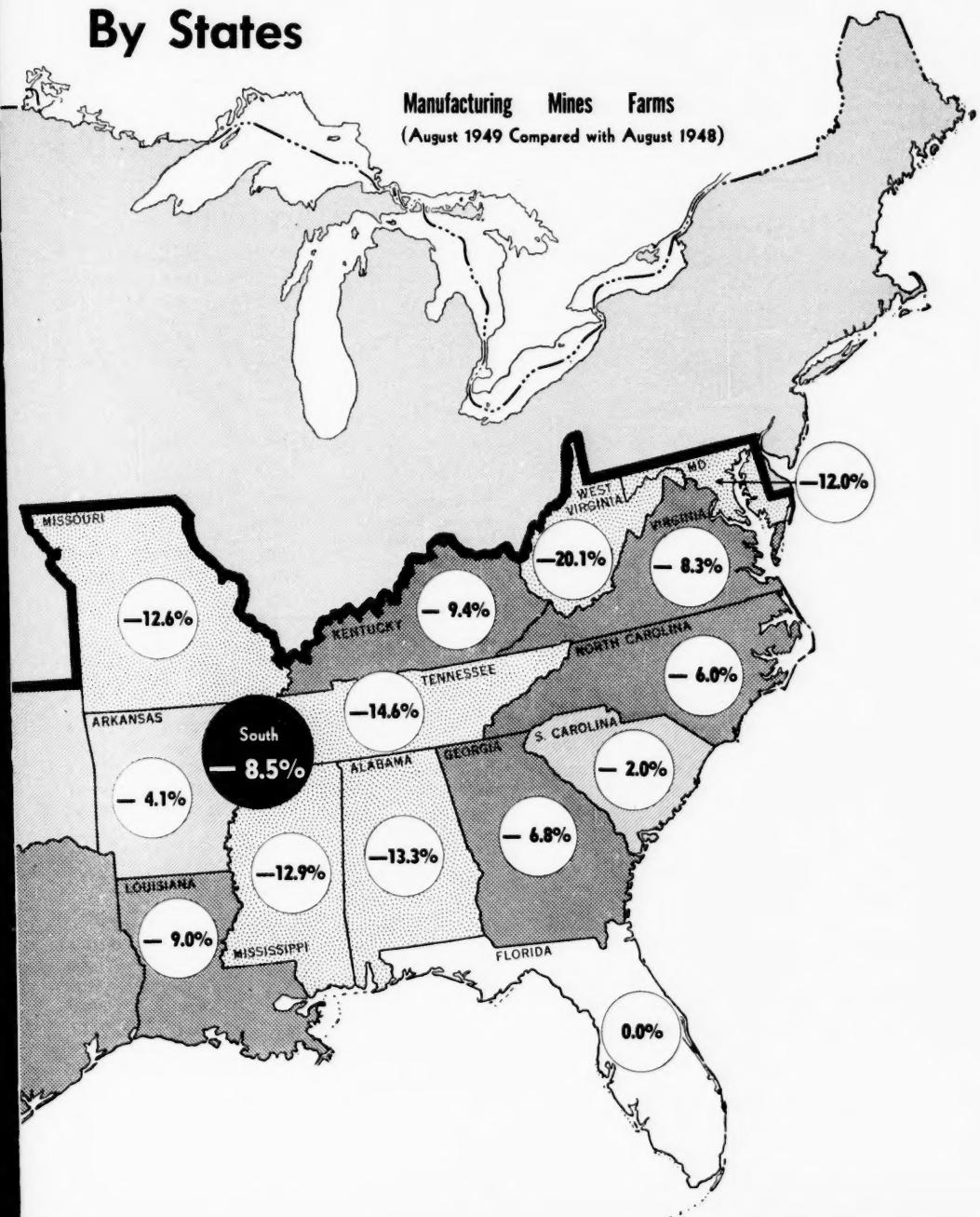
(Continued on page 10)

Productive Activity



By States

Manufacturing Mines Farms
(August 1949 Compared with August 1948)



(Continued on page 12)

BUSINESS OUTLOOK

(CONTINUED)

KENTUCKY

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$128.3	\$128.0	\$130.9
Minerals	28.9	20.8	43.3
Farm Receipts	37.7	37.9	39.1
Retail Sales	106.1	95.9	115.6
Bank Debits	607.	568.	607.

OKLAHOMA

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$ 58.9	\$ 59.4	\$ 66.9
Minerals	31.8	31.3	35.8
Farm Receipts	69.3	89.6	65.4
Retail Sales	109.2	87.0	117.7
Bank Debits	933.	947.	969.

LOUISIANA

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$147.0	\$146.6	\$154.7
Minerals	39.8	39.2	40.0
Farm Receipts	18.8	11.6	29.6
Retail Sales	116.6	135.7	130.6
Bank Debits	954.	908.	942.

SOUTH CAROLINA

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$197.5	\$195.6	\$206.6
Minerals	1.1	1.1	1.1
Farm Receipts	60.6	15.0	56.7
Retail Sales	75.5	73.0	81.0
Bank Debits	26.4	25.5	26.7

MARYLAND

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$209.3	\$203.0	\$236.9
Minerals	1.9	1.9	2.3
Farm Receipts	26.7	33.6	27.4
Retail Sales	79.0	95.1	90.6
Bank Debits	1038.	972.	1016.

TENNESSEE

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$229.6	\$227.6	\$263.0
Minerals	7.0	6.5	8.9
Farm Receipts	27.7	30.6	31.2
Retail Sales	172.4	200.5	199.9
Bank Debits	973.	916.	951.

MISSISSIPPI

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$ 85.2	\$ 85.1	\$ 89.8
Minerals	7.7	7.6	9.9
Farm Receipts	16.5	17.7	23.9
Retail Sales	75.2	87.4	78.2
Bank Debits	199.	187.	209.

TEXAS

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$330.8	\$327.7	\$353.1
Minerals	146.4	144.1	192.6
Farm Receipts	200.6	140.9	170.4
Retail Sales	450.2	450.2	493.7
Bank Debits	3456.	3431.	3448.

MISSOURI

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$327.6	\$325.3	\$346.2
Minerals	10.1	9.8	10.6
Farm Receipts	79.0	88.4	102.3
Retail Sales	217.0	196.1	236.3
Bank Debits	2676.	2695.	2783.

VIRGINIA

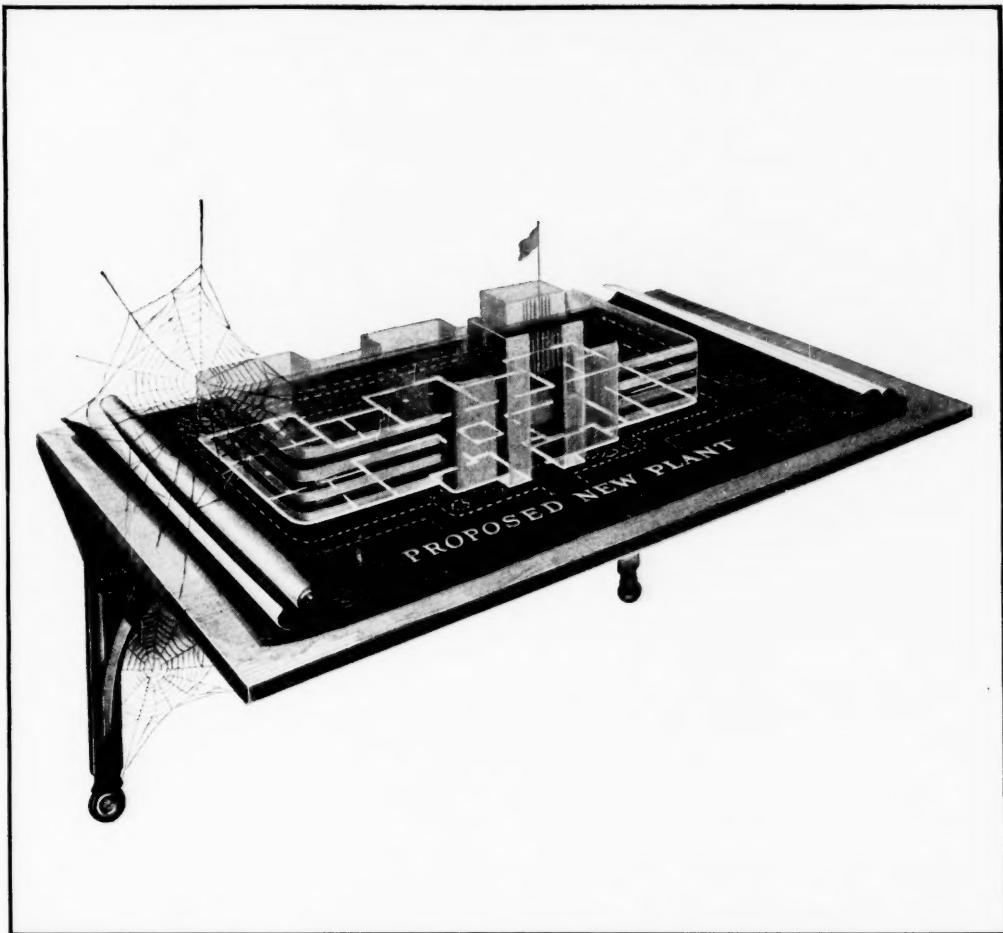
	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$199.9	\$194.0	\$218.4
Minerals	10.2	8.2	13.3
Farm Receipts	33.3	32.7	32.0
Retail Sales	132.2	129.0	143.6
Bank Debits	886.	812.	914.

NORTH CAROLINA

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$363.7	\$368.4	\$402.8
Minerals	2.3	2.3	2.3
Farm Receipts	101.7	24.3	91.0
Retail Sales	132.7	116.8	128.0
Bank Debits	863.	744.	853.

WEST VIRGINIA

	<i>Aug. '49</i>	<i>Jul. '49</i>	<i>Aug. '48</i>
	(\$ million)		
Manufactures	\$121.3	\$121.2	\$128.1
Minerals	55.2	39.4	87.8
Farm Receipts	13.7	10.5	12.7
Retail Sales	77.0	73.4	79.5
Bank Debits	323.	312.	352.



Shelving your future?

YOU may be doing just that...if you shelve **Y** those plans for a new factory before you "Look Ahead—Look South."

Along the Southern Railway System, one new industry after another is making the exciting discovery that the future has a silver lining.

On the South's unique combination of climate, manpower, natural resources, and expanding markets, they're building bright futures today in a fast-growing land. Your factory can, too.

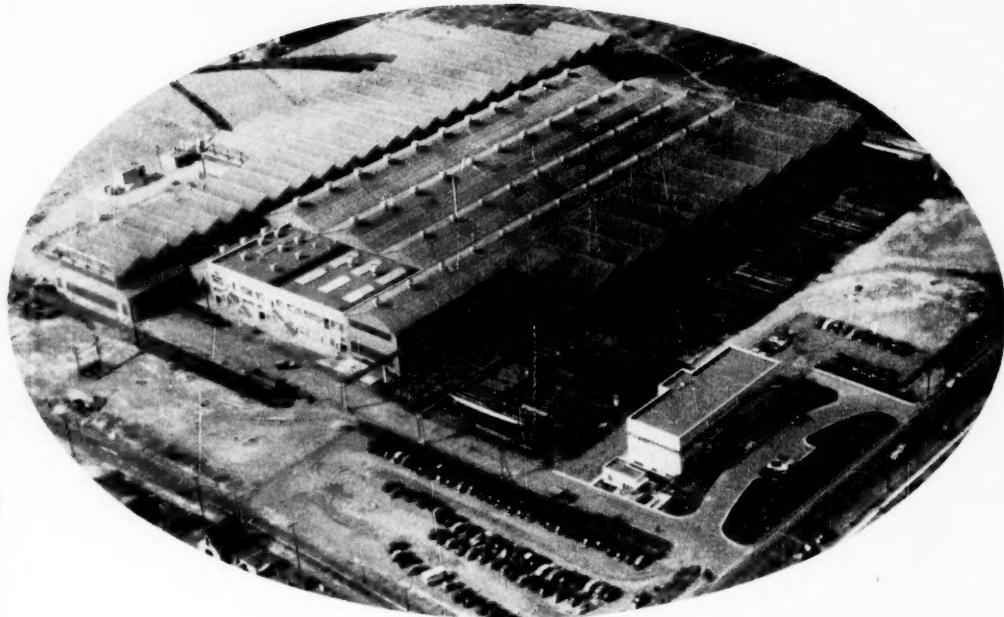
"Look Ahead—Look South!"

Ernest E. Morris
President



SOUTHERN RAILWAY SYSTEM

The Southern Serves the South



The Picture of a Steel Fabricator's Dream

This view of our new Structural Steel fabricating plant at Birmingham, Alabama, is the picture of a Virginia Bridge dream realized. With long years of experience in the use of steel fabricating facilities as our guide we set out to build the plant of our dreams—a plant embodying every feature of layout, design and equipment calculated to insure maximum convenience, speed and economy in the handling, fabricating and shipping of

materials. The result is a modern version of a model steel fabricating plant in which nothing has been omitted that will better enable us to serve the customer's interest. This magnificent tool of production in Birmingham, together with our two plants at Roanoke, Virginia, and Memphis, Tennessee, makes Virginia Bridge an unexcelled source of supply for the structural steel requirements of the South and Southwest.

*Welded or riveted, large or small, if it's structural
steel we welcome your inquiries*

Virginia Bridge Company



ROANOKE BIRMINGHAM MEMPHIS NEW YORK ATLANTA DALLAS

UNITED STATES STEEL

NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

ALABAMA

ANNISTON — Utica Knitting Co., modernization program underway.

BIRMINGHAM — Ceco Steel Products Corp., plant and office, \$75,000.

OPP — Opp Textiles, Inc., organized for manufacture of shirts.

ARKANSAS

CLARKSVILLE — Johnson Brick Co., additional tunnel kiln at its plant.

HAMBURG — Conway Harris, frozen food locker and processing plant.

MALVERN — Sturgis-Fowler Flooring Co., hardwood flooring mill, \$150,000.

WHITE LAKE — Home Laundry & Cleaners, building, \$100,000.

NORTH LITTLE ROCK — Arkansas Farmers Plant Feed Co., fertilizer plant.

PINE BLUFF — Arkansas Power & Light Co., office bldg., \$500,000.

WALNUT RIDGE — Food Products, Inc., installation of machinery for a vegetable canning plant.

FLORIDA

DADE COUNTY — Louis Merwitzer, 845 Michigan Ave., Miami Beach, plans service station.

FORT LAUDERDALE — Peninsular Supply Co., 210 W. 5th St., warehouse and office.

HOLLYWOOD — Builders Supply, Inc., 2055 Lee St., one-story storage shed, 2055 Lee St.

JACKSONVILLE — Claude Nolan, Inc., truck service and sales building, \$130,000.

MANASOTA — Tri-County Elec. Coop., Inc., headquarters bldg.

MIAMI BEACH — International & Fine Arts Co., 1442 Lincoln Rd., storage building.

MIAMI — Miami Waste Paper Co., 2120 N. W. 14th Ave., one-story warehouse.

MIAMI — Sun Oil Co., one-story service station.

NORTH MIAMI — James F. Steinoff, 601 Curtiss Parkway, one-story service station.

PANAMA CITY — Standard Oil Co., oil retailing and canning plant, \$500,000.

PORT ST. JOE — St. Joe Paper Co., box plant.

TAMPA — 20th Century Building Corp., shop and office building.

WEST MIAMI — O. J. Pinson, 3025 S. W. 19th St., one-story garage and service station.

GEORGIA

ALAMO — Little Ocmulgee Elec. Membership Corp., headquarters bldg.

ALBANY — Dixie Theatre & Supply Co., mercantile building, \$35,750.

ATLANTA — Georgia Air Line Railroad Co., Norfolk, Va., drop pit and shed, inspection pit and 200,000 gallon fuel oil storage tank.

ATLANTA — Bob's Cola, bottling plant, 517 Stevens St., \$35,000.

ATLANTA — J. J. Finnigan Co., Inc., alterations and additions to fabrication and assembly building.

ATLANTA — National Cash Register Co., 731 W. Peachtree St., office building.

ATLANTA — Packard Motor Car Co., 1580 E. Grand Blvd., Detroit, Mich., zone office and warehouse building.

ATLANTA — McKesson & Robbins, Inc., office and warehouse, \$109,000.

BALTIMORE — R. C. Rich, Chevrolet Co., auto sales and service building.

COLUMBUS-RICHLAND AND VIDALIA — Seaboard Air Line RR Co., will provide 20,000 gallon fuel oil storage tanks together

with facilities for servicing diesel locomotives. **COLUMBUS** — Swift Manufacturing Co., cotton warehouse.

COLUMBUS — Wells Dairies Cooperative, dairy plant, \$500,000.

JEFFERSON — Jackson Elec. Membership Corp., headquarters bldg.

MACON — Bibb Manufacturing Co., office building.

MONTEZUMA — Spalding Realty Co., manufacturing plant.

KENTUCKY

LEXINGTON — P. Lorillard Co., tobacco-storage warehouse, \$40,000.

New and Expanding Plants

Reported in October—215

Total for

First Ten Months of 1949

1,972

First Ten Months of 1948

2,217

BOWLING GREEN — Union Underwear Co., expansion program.

LEXINGTON — Stewart Storage Co., three tobacco-storage warehouses, \$80,000.

LOUISVILLE — Southeastern Greyhound Lines garage, \$200,000.

MAYSVILLE — Parker Tobacco Co., warehouse, garage, \$70,000.

LOUISIANA

ALEXANDRIA — McCormick & Co., modernization program, \$175,000.

BATON ROUGE — Esso Standard Oil Co., two-story extension to refinery laboratory.

BATON ROUGE — Thomas J. Moran's Sons, building, \$80,000.

BOSSIER CITY — Monroe Hardware Co., erection of building.

CHALMETTE — Esso Standard Oil Co., 2134 St. Charles Ave., New Orleans, one-story recreation bldg.

DRIDDER — Beauregard Elec. Coop., Inc., warehouse and office, \$92,800.

GRANADA — Southern Cotton Oil Co., 1701 Canal Bank Bldg., two-story office building and gate house.

GUEYDAN — Southern Bell Telephone & Telegraph Co., telephone office building.

HAYNESVILLE — Haynesville Mercantile Co., alterations and additions to Stewart Ford Agency building.

MIDWAY — Bob Hardware, alterations to building, \$28,984.

NEW ORLEANS — Atlas Optical Co., one-story office building.

NEW ORLEANS — Ballard & Ballard Co.,

322 Lafayette St., one-story warehouse and office building.

NEW ORLEANS — Dixiana Bakery, remodeling existing building, 2631 Brussels St.

NEW ORLEANS — Esso Standard Oil Co., repairs and alterations to present station, \$80,000.

NEW ORLEANS — Howard Motors, Inc., 901 St. Charles Ave., storage building.

NEW ORLEANS — Singer Sewing Machine Co., two-story manufacturing trade dept., building, Canal and Soto Sts., \$18,558.

NEW ORLEANS — Edgar Stern, new WDSU radio and television station building.

NEW ORLEANS — Times Picayune Publishing Co., garage, \$61,600.

SHREVEPORT — American Radiator & Standard Sanitary Corp., warehouse and office building, \$93,200.

SHREVEPORT — Shreveport Plumbing Co., two-story addition and alterations to building.

MARYLAND

MARYLAND — Chesapeake & Potomac Telephone Co., improvement and expansion of its service.

BALTIMORE — Baltimore Butchers Abattoir & Livestock Co., filling station, 2601 W. Franklin St., \$20,000.

BALTIMORE — Baltimore Cemetery, garage, office and storage buildings, North Ave., & Rose St.

BALTIMORE — Baltimore Paint & Color Works, addition to building, 2315-25 Annapolis Ave.

BALTIMORE — Calvert Parking Corp., 219 N. Calvert St., office parking building, \$120,000.

BALTIMORE — Coca-Cola Co., alterations to building, \$59,000.

BALTIMORE — Display Craft Mfg. Co., 119 Commerce St., office and warehouse.

BALTIMORE — General Plumbing Supply Co., 189 E. Lombard St., storage building, \$30,000.

BALTIMORE — J. J. Haines & Co., Inc., warehouse and office.

BALTIMORE — C. S. Hardester warehouse and manufacturing building, 3919 E. Baltimore St.

BALTIMORE — Lucke Badge & Button Co., 1829 McKean Ave., one-story addition to warehouse.

BALTIMORE — J. Eldridge Moxley, 1722 Ellington St., two-story warehouse and office building.

BALTIMORE — Northwood Shopping Center, Inc., filling station, \$20,000.

BALTIMORE — Pennsylvania Railroad Co., building addition.

BALTIMORE — Poole Foundry & Machine Co., one-story addition.

BALTIMORE — Proctor & Gamble Mfg. Co., manufacturing bldg., \$240,575.

BALTIMORE — Shell Oil Co., service station, 601 Luzerne Ave.

BALTIMORE — Shell Oil Co., 909 E. 22nd St., 2 service stations.

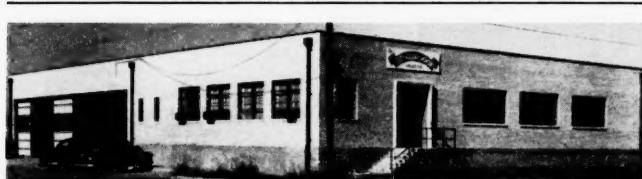
BALTIMORE — Southern Food Co., alterations and additions to packing plant, 509 Lloyd St., \$100,000.

CURTIS BAY — Davison Chemical Co., Davison Bldg., addition to manufacturing building, \$600,000.

HALETHORPE, IND. BR. BALTIMORE — American Can Co., 230 Park Ave., plant, \$900,000.

HAVRE DE GRACE — Havre De Grace Race

(Continued on page 16)



The last word in modern efficiency, both as to building and equipment, is the home of the Overhead Door Sales Company, a recent addition to the group of smart new plants in the Trinity

Industrial District at Dallas. When you see the remarkable advantages of character and location, you too will choose the Trinity Industrial District for your Southwestern headquarters.

For particulars concerning properties in the Trinity Industrial District consult your real estate broker or

INDUSTRIAL PROPERTIES CORP. • 401 REPUBLIC BANK BLDG., DALLAS, TEXAS. PHONE R-6552

IN THE TRINITY INDUSTRIAL DISTRICT

"UNDER THE SKYLINE
OF DALLAS"

NEW AND EXPANDING PLANTS

(Continued from page 15)

Track, alterations and additions to club house, addition to hospital building.

ODENTON—Chesapeake & Potomac Telephone Co., dial office building.

MISSISSIPPI

BAY ST. LOUIS—Coast Elec. Power Assn., office-warehouse, garage and pumping station, \$89,700.

MARKSDALE—Southern Bell Telephone & Telegraph Co., new exchange building, \$400,000.

GREENWOOD—Avery Barrentine Inc., building.

HOLLY SPRINGS—Holly Springs Brick & Tile Co., plans brick and tile manufacturing plant.

JACKSON—Swift & Co., wholesale curing and distribution plant, \$150,000.

STONEWALL—Erwin Cotton Mills Co., weave building and extension to mill building No. 2.

TEPELO—Hardin's Bakeries, plans bakery, N. Gloster St., \$250,000.

YAZOO CITY—Mississippi Chemical Corp., one-story warehouse.

MISSOURI

ST. JOSEPH—M. K. Goetz Brewing Co., shops and cafeteria bldg.

ST. LOUIS COUNTY—Laclede-Christy Co., plant.

ST. LOUIS—International Shoe Co., 1820 Cherokee, construct factory, \$60,000.

ST. LOUIS—L. H. Meyer, 3533 Market St., addition to factory.

ST. LOUIS—Ost-Swetham, Inc., 3300 S. Kingshighway, one-story auto service building, \$40,000.

ST. LOUIS—J. D. Street & Co., erection of 6 petroleum storage tanks, additions to 3 buildings, and railroad sidings and river dock facilities, \$1,000,000.

NORTH CAROLINA

BOONE—Coca-Cola Bottling Co., bottling plant, \$33,500.

CARTHAGE—Wilton Brown, textile plant, \$400,000.

CHARLOTTE—Dillard Paper Co., warehouse, \$12,000.

CHARLOTTE—G. E. Supply Corp., office and warehouse, \$116,800.

CHARLOTTE—Merchants Bonded Warehouse Co., warehouse.

CONCORD—American & Pacific Tea Co., warehouse.

CONCORD—Stallings, Pontiac sales and service building.

ELKTON—Chatham Manufacturing Co., expansion of plant.

GOLDSBORO—Tri-County Electric Membership Corp., headquarters building.

GREENSBORO—Burlington Mills Corp., plant improvements, \$10,000,000.

LEXINGTON—Frye Ix & Sons, rayon weaving plant, \$1,000,000.

MORGANTON—Burke-McDowell Elec. Mem. Corp., headquarters bldg., \$35,000.

PENROSE—Naumkeag Steam Cotton Co., spinning and weaving plant, \$2,500,000.

SANFORD—Father George Mills, installing 40-inch looms.

SHELBY—Dover Mill Co., addition to mill.

WAKE FOREST—Wake Elec. Membership

Corp., headquarters bldg., \$47,747.

WINSTON-SALEM—Stabler Pontiac Co., auto salon.

OKLAHOMA

ENID—Mid-Continent Trailways, bus depot, 300 block N. Independence.

MIDWEST CITY—Allied Development Co., business building.

OKLAHOMA CITY—Sadie Edwards Estate, business building, \$60,000.

OKLAHOMA CITY—T. A. Nicholson, addition, \$15,500.

OKLAHOMA CITY—Warren Transfer Co., 2 W. 11th St., warehouse and storage building, 31 and Santa Fe Sts., \$79,330.

SAVRE—Hamilton Motor Co., sales and service building, \$53,985.

TULSA—American News Co., office and warehouse, \$45,000.

SOUTH CAROLINA

BARNWELL—Salkehatchie Elec. Coop., Inc., headquarters bldg.

BENNETTSVILLE—Russell Mfg. Co., factory building.

CHARLESTON—Charleston Industrial Assn., coffee roasting and importng plant, \$69,765.

CHARLESTON—Santo Sottile, sales and service building, \$150,000.

CHARLESTON—Woodstock Manufacturing Co., rebuild plant.

GAFFNEY—Coca-Cola Bottling Co., bottling plant.

GREENVILLE—Abbott Machine Co., plans office building, \$40,000.

GREENVILLE—Greenville Loom Reed Co., factory, \$8,415.

KOLLMERS—J. P. Stevens & Co., Inc., finishing plant, \$2,000,000.

LEXINGTON—Mid-Carolina Elec. Coop., Inc., headquarters bldg., \$71,890.

LEXINGTON—Russell Mfg. Co., Middletown, Conn., branch mfg. plant for production of nylon and cotton narrow elastic fabrics.

TENNESSEE

Southern Bell Telephone & Telegraph Co., plans to spend \$17,500,000 for telephone service.

CHATTANOOGA—E. I. du Pont de Nemours & Co., plant expansion.

CHATTANOOGA—Fillauer Surgical Supply Co., two-story building.

CHATTANOOGA—Halley Chevrolet Co., building, 7th & Broad St., \$100,000.

CLARKSVILLE—Southern Bell Telephone & Telegraph Co., dial and toll office building.

FAYETTEVILLE—Coca-Cola Bottling Co., bottling plant.

FAYETTEVILLE—Elk Cotton Mills, addition, \$20,000.

FAYETTEVILLE—McPherson Co., 408 S. Main St., addition to cotton mill.

MEMPHIS—Memphis Compress & Storage Co., cotton storage warehouse, \$68,000.

MEMPHIS—Southern States Iron Roofing Co., one-story building, \$30,000.

NASHVILLE—Liddon Pontiac Co., Broadway, plans garage, \$250,000.

TEXAS

AUSTIN—Jack Stableford Pontiac Co., sales and shops building, \$78,685.

BAYSIDE—Bayside Richardson Gin Cooperative, construct cotton gin plant, \$80,000.

BEAUMONT—Binswanger & Co., Texas, 109 W. Main St., office and warehouse, \$89,540.

BIG SPRING—A. K. Lebowsky & Son, warehouse.

BRADY—McCulloch County Elec. Coop., headquarters building and warehouse garage, \$75,000.

CORPUS CHRISTI—Southwestern Bell Telephone Co., 5-dial building.

DALLAS—M. M. Bull, Jr., auto sales building, \$22,000.

DALLAS—Burton-Dixie Corp., Chicago, Ill., has acquired Dallas Cotton Mills, plan installation of new equipment and machinery.

DALLAS—Phil T. Crown, 1335 Plowman St., addition to bakery.

DALLAS—Kliff Motor Truck Co., 1515 Worth Ave., auto shop, parts and storage, \$70,000.

DALLAS—Process Engineering Co., 5625 Daniels Ave., one-story addition, \$20,000.

FORT WORTH—American Roofing Corp., office building, \$36,000.

FORT WORTH—Consolidated Vultee Corp., electronics building.

FRIENDWOOD—Humble Oil & Refining Co., 824 Humble Bldg., one-story field station.

GALVESTON—Galveston Wharfs, cotton warehouse, \$350,000.

GALVESTON—Kane Boiler Works, Inc., addition to boiler works building.

GLADISATER—T. W. Lee, 2-story newspaper building.

GONZALES—Humble Oil & Refining Co., Humble Bldg., service station.

HOUSTON—Baird, Perkins & Greer, one-story office and shop building, \$34,990.

HOUSTON—Broderick & Bascom Rope Co., office and warehouse.

HOUSTON—Clyman Co., 2023 Semmes St., addition to plant, \$85,000.

HOUSTON—Consolidated Western Steel Corp., manufacturing plant.

HOUSTON—Continental Bus System, Inc., office and shop building, \$68,740.

HOUSTON—Cool Heat Treating Co. of Texas, office and plant building.

HOUSTON—D'Arcy Confectionery & Candy Factory, 1926 W. Gray Ave., one-story store building.

HOUSTON—Duncan Coffee Co., alterations and additions to electrical system in plant.

HOUSTON—Fannin & McGowan Corp., office building, \$75,000.

HOUSTON—Lester Goodson Pontiac, 1117 San Jacinto St., building.

HOUSTON—Houston Central Warehouse Co., 501 Middle St., warehouse, \$75,000.

HOUSTON—Houston Shell & Concrete Co., 328 Jensen Drive, pugmill plant.

HOUSTON—Humble Oil & Refining Co., service station, Rice Ave. & Bellaire Blvd.

HOUSTON—Humble Oil & Refining Co., Humble Bldg., service station, 919 W. Alabama Ave., \$30,000.

HOUSTON—Marley Co., Inc., warehouse.

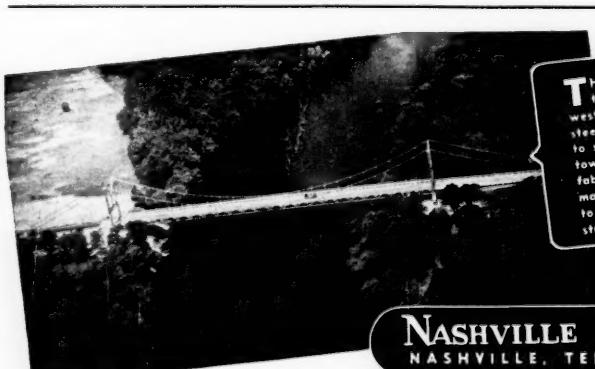
HOUSTON—Mission Mfg. Co., building.

HOUSTON—Moshier Steel Co., 1000 Washington Ave., 2-story warehouse, \$75,000.

HOUSTON—Municipal Supply Co., Capitol & Sampson Sts., addition to present building.

HOUSTON—Percy Follis, 5410 N. Shepherd Drive, service station.

(Continued on page 60)

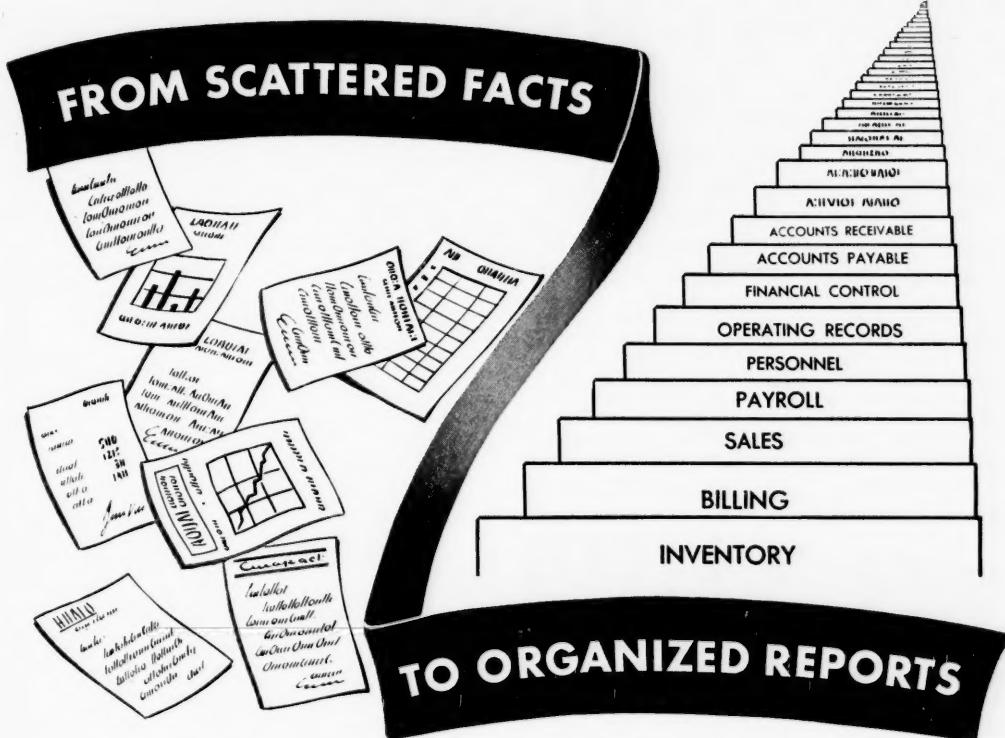


THE Nashville Bridge Company will gladly quote on structural steel requirements anywhere in the South and Southwest. Our skill in the fabrication and erection of intricate steel structures is well-known. We are particularly qualified to supply the Power Distributing Industries with transmission towers and switchyard structures; hot-dip galvanized after fabrication. Fabrication and erection of both steel and machinery for movable type bridges is a specialty. Look to Nashville for simple steel requirements as well as intricate structural jobs.

Plants and offices in Nashville, Tennessee and Bessemer, Alabama. We also own and operate the Bessemer Galvanizing Works—largest galvanizing plant in the South.

NASHVILLE BRIDGE COMPANY
NASHVILLE, TENN. — BESSERMER, ALA.





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Nothing is so important to efficient business administration as the ability to grasp the full meaning of situations as quickly as they arise. But nothing is so unprofitable as *unorganized facts*, which fail to provide the information necessary to meet these situations effectively.

IBM Accounting places you in the best position to meet each situation as it arises. It does this by means of electronic and

electric machines which perform *all* major accounting operations. This equipment automatically processes information recorded just *once* in IBM Cards, and prepares finished records, analyses, and other documents from the same cards—with an accuracy and speed far surpassing manual means.

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INTERNATIONAL BUSINESS MACHINES CORPORATION
World Headquarters Bldg., 590 Madison Ave., New York 22, N. Y.

WASHINGTON REPORT

CONGRESS has gone home, but it has left the business community facing a number of question marks at a most crucial period.

The number of issues left unsettled by Congress is second only to the numerous new questions which plague management men facing an uncertain future.

Issues unsettled include subsidies for middle-income families which want and need homes, broadened social security, federal aid-to-education, a federal pre-paid medical program, possible tax cuts or increases, legislation to restrict industry-wide bargaining, postal increases, atom agreements with allies, etc.

Questions in the minds of business thinkers include all these and many others, such as:

Has the rash of governments devaluating currencies stopped, or will more, including U.S., devalue in days to come?

When will wage rates, union demands, stabilize so that management can count on a long surcease from increased costs?

Can Congress next year find a way to decrease the budget to sane limits?

What effect will the deficit a-building (between \$4 billion and \$5 billion, according to men-in-the-know) have on economic activity and prices in 1950?

What new ways of harassing existing business and industry will be thought up by politicians who will be appealing for the left-wing vote next year?

* * *

NOBODY in his right mind pretends to know all the answers. But here's one answer that almost any observant Washingtonian can give to business: **Count on more government participation in every field and in every direction.**

This prediction, made many times in many places in the past 15 years, always has come

true. It will come true faster in the future.

The hair-line between government financing of industry and government ownership of an industry was never more graphically illustrated than in the famous Lustron Corporation, of Columbus, O.

Two years ago, a promoter, Carl D. Strandlund, talked Wilson W. Wyatt, then Veterans' Emergency Housing Administrator, into pressuring Reconstruction Finance Corporation to make a loan to a new Lustron Corporation, to build pre-fabricated steel houses. Wyatt believed Lustron could deliver mass-produced homes quickly.

Today, Uncle Sam has lent Lustron \$37,500,000.

RFC now is in the housing business. It holds a first mortgage to every nut and bolt in the Lustron factory. And RFC is acting like a housing manufacturer. It tried to pressure through Congress authorization to lend \$25,000,000 to various Lustron dealers for interim financing. Oddly enough, not even RFC's experts, busy trying to help Lustron learn how to manufacture homes, had taken into account such things as distribution, financing and sales problems.

House turned down the RFC flatly. But RFC still is in the housing business, although Lustron technically still is "privately owned." Latest dope is the RFC will lend Lustron — or itself — \$14,500,000 more to help bail Uncle Sam out, if it is possible for anybody to get bailed out of this fiasco.

Although widely-heralded by some shallow observers as being an anti-Fair Deal Congress, the 81st Congress in its first session actually took the nation down the road to a welfare state at a fast clip.

Deficit financing always is a subtle, but sure, road to Socialism.

HOUSING BILL (sponsored by the so-called conservative Republican Robert A.

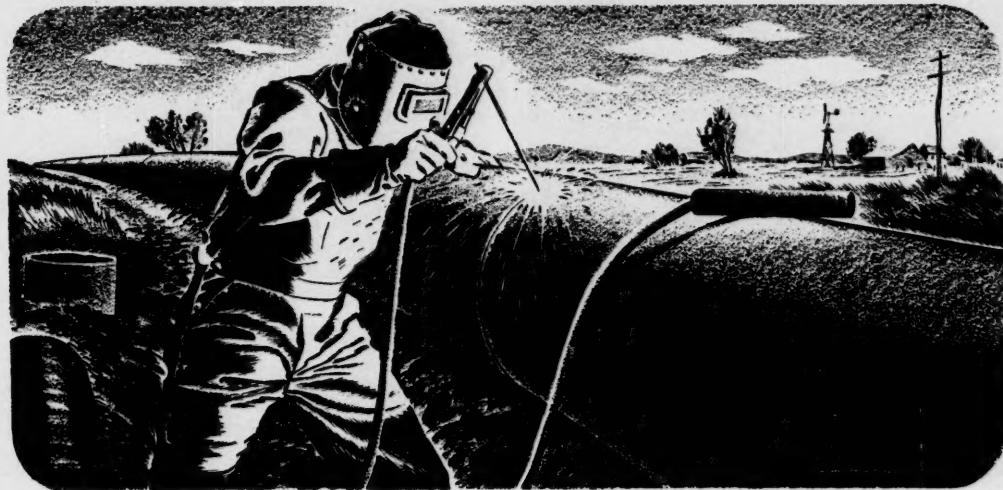
60 Years Ago

Manufacturers Record Reported:

November 2, 1889—The contract for building two new cruisers for the Navy has been awarded to the Columbian Iron Works & Dry Dock Co. of Baltimore, at \$1,225,000. This is but another indication of the Southward trend of industry. To this shipyard, now able to compete for building iron and steel steamers, the South will soon add the immense plant at Newport News, where \$1,500,000 is being invested in establishing one of the largest shipyards in America, and that will ere long, we think, be followed by other shipyards farther South.

November 16, 1889—There are nine counties in the Northern part of Arkansas, having an aggregate population of about 110,000, which are not touched by a single line of railroad. It seems a little remarkable that in this day of progress such a large territory, with such an aggregate of population, should be absolutely without railroad facilities. There must certainly be a chance in that section for some profitable railroad building.

December 14, 1889—The very able report of the Secretary of the Treasury shows that the people of the United States are prospering, and that the financial strength of this republic, in these early years of its second century, has increased at a wonderful rate.



TEXAS GAS TRIPLES ITS OUTPUT

In the near future, TEXAS GAS TRANSMISSION CORPORATION will pump natural gas from Texas to Ohio through a new 800-mile 26-inch pipe line that will serve gas consumers in more than 10 states and tie together the pipe line systems of the Company's two existing operating divisions.

Completed shortly after the 20th anniversary of Texas Gas Transmission Corporation and its predecessor companies, this new gas artery will be a direct interstate pipe line between Southwestern gas fields and Appalachian markets, with sales outlets at regular intervals along its entire length. The new line will increase the Company's total annual gas sales from 50 billion to an estimated 150 billion cubic feet.

The Company started as two divisions—The Memphis Natural Gas Company, organized in 1928 with the construction of an 18-inch pipe line from Northern Louisiana to Memphis, Tennessee, and The Kentucky Natural Gas Corporation, organized in 1929 and serving Southern Indiana, Western Kentucky and Eastern Illinois. The two divisions were merged into the Texas Gas Transmission Corporation on April 1, 1948.

Upon completion of the new line, Texas Gas will have 2,370 miles of pipe line and 17 compressor stations, with a delivery capacity of approximately 660,000,000 cubic feet of gas a day and a total plant investment of approximately \$100,000,000.

This is another advertisement in the series published for more than ten years by Equitable Securities Corporation featuring outstanding industrial and commercial concerns in the Southern states. Equitable will welcome opportunities to contribute to the further economic development of the South by supplying capital funds to sound enterprises.

NASHVILLE
DALLAS
KNOXVILLE
BIRMINGHAM
NEW ORLEANS
MEMPHIS

EQUITABLE
Securities Corporation

BROWNLEE O. CURREY, President

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NEW YORK
HARTFORD
CHATTANOOGA
GREENSBORO
AND
JACKSON, MISS.

TWO WALL STREET, NEW YORK 5.

SECURITY and SECURITIES

Of deep concern to the American public today is the subject of security—old age security for the millions who cannot fully finance adequate programs for themselves. This concern is expressing itself in an expanding federal social security program, in a growing number of industrial pension plans and in other group programs.

Our overall security program is now in a state of flux, but whatever form it eventually takes, one thing is certain: the cost must be borne, at least in large measure, by American industry. The burden on industry may be direct or indirect—it may be in the form of higher taxes, increased wages, company supported pension plans—but in any event, industry must foot the bill.

Thus, it follows that the seekers-after-security have a vital stake in American industry. Even though they may own no stocks or bonds, it is to their advantage to have industry continue to grow and prosper. Now, continued industrial growth and prosperity require a continuing flow of new capital. To provide this new capital, industry must be able to sell additional securities. And if a sound capital structure is to be maintained, a sizable part of these additional securities must be equity securities—common stocks.

In recent years equity financing has come to represent an alarmingly small percentage of total financing. That is to say, the bulk of the new money raised by industry has been borrowed money, rather than equity or ownership money. This state of affairs can be blamed largely upon tax laws which make the ownership of common shares relatively unattractive to those investors who can best afford the risk involved. High income taxes, the double taxation of dividends, the high capital gains tax, and what frequently appears to be a hostile attitude on the part of the federal government towards both industry and investors have combined to reduce the appeal of common stocks—especially in the field of venture capital—to dangerously low levels.

In this interdependent economy of ours, it behooves the beneficiaries of the various security programs to help correct the existing situation, to urge upon the federal government more equitable tax laws, a friendly attitude toward industry and investors, and greater economy and efficiency so as to make the federal tax load less burdensome. Such an effort on the part of the seekers-after-security would simply be a matter of self-interest, a matter of protecting the goose that lays the golden eggs.

And also as a matter of self-interest, it behooves the industrialists and investors to make their problems known to the public in understandable fashion. The principle of American democracy must rest upon an enlightened public. And the American people have proved time and again that they can be depended upon to take proper action once they understand the problem at hand.

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WASHINGTON REPORT

(CONTINUED)

Taft) was another big step toward collectivism. It led naturally to demand for another housing bill to bail out middle-income groups and keep them from paying total cost of their houses, too.

Minimum wage was hiked to 75-cents-an-hour, although some persons formerly covered were made exempt from Minimum Wage provisions.

Congress virtually doubled the federal largesse made available for hospital construction; it extended facilities of the U. S. Public Health service; voted new money to be used in medical school scholarships; increased vets' benefits measurably.

The 81st Congress also voted to put the federal government directly into the power business by authorizing steam plants in the Tennessee Valley and competitive transmission lines in a half-dozen localities.

As a matter of cold fact, by any standard any businessman who sees what is happening can measure results, this Congress took the nation toward collectivism and away from private enterprise about as fast as it would be possible to imagine.

Without visible effective opposition from the Republicans, it seems likely that the same trend will continue next session. Congress always is more "liberal" with taxpayers' money in an election year than otherwise.

* * *

THERE are several factors that make a prediction of high economic activity for 1950 a reasonable one, in spite of strikes and other difficulties.

First, government spending — at home and abroad — always brings more orders for goods and services.

Second, American consumers are better-off, financially, now than they have been for four years. People are saving more every month than they did last year or the year before.

Third, record-breaking home building and apartment building starts this year assures a good backlog of demand in many lines next year. Also, if traditional patterns are maintained, the building boom which has reached a crescendo in '49 will level off at high peaks in '50 and stay there for at least two more years.

Fourth, defense plans call for more spending in industry, not less. Cold war, which brought the Atlantic Pact, will bring other demands of an unforeseen consequence as time passes. Few persons realize that the federal government is spending more on military and arms now than it did in 1941 — the very year we were catapulted into World War II.

Fifth, talk of a recession is heard less and less these days. The psychological hurdles which people had to overcome a few months ago to make investments no longer are present, in most cases.

Sixth, victory of farm-bloc Congressmen in getting through a rigid parity payment plan means no appreciable cut in farm income next year.

P. S. The stock-market has more or less discounted the deflationary forces which were at work; most betting now is that common stocks will hold or go higher, in spite of higher taxes, higher labor, or whatever.

* * *

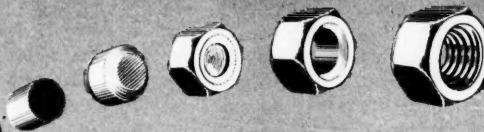
REPUBLICANS and Democrats may unite on a general investigation of insurance companies in the next session of Congress. The investigation could be used to garner political support and win some headlines in a field that now touches virtually every family.

* * *

BUSINESS BRIEFS: Uncle Sam now reports there are 800 labor journals — daily, weekly, or monthly — in this country, with a non-duplicated circulation of 16,000,000. Look for a big meeting in Washington to revive interest in the Hoover reorganization proposals, but don't hold your breath until the federal government actually adopts any of the proposals, as suggested by Herbert Hoover. More extensive reporting of population and housing data, plus a huge amount of marketing information, will characterize the 1950 census, Philip M. Hauser, acting director of the U. S. Bureau of the Census, has stated. Major General Patrick W. Timberlake (Air Force) has been appointed director of the staff of the Munitions Board by Secretary of National Defense Louis Johnson. Electric power output has fallen below 1948 consumption for the first time, as a direct result of the steel strike. Atomic Energy Commission, advising businessmen who deal with it to shun "five per centers," has published a booklet to help supplies. It's called "United States Atomic Energy Commission Contracting and Purchasing Offices and Types of Commodities Purchased," and is available for 10 cents from the U. S. Superintendent of Documents, Washington, 25, D. C. Incidentally, if you want to learn about the health and welfare clauses in industry already signed up, write for a free booklet at the Bureau of Labor Statistics, Division of Industrial Relations, Washington, 25, D. C., and request "Employee-Benefit Plans, Part I."

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custom built to meet customers' requirements



SCRAPLESS Nut Quality Wire is not an ordinary steel for common applications. It is a custom built product designed to meet customers' specific requirements for cold heading, cold punching, cold expanding and threading, in the production of a variety of nut shapes on continuous heading machines.

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Youngstown's Scrapless Nut Quality Wire is furnished in various compositions, including AISI standard as well as special sulphurized steels.



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FINANCE

Effect of labor costs on various common stock groups

Will a Federally directed economy change traditional stock market patterns?

By Robert S. Byfield
Financial Editor

FOR a good many months we have been offering our opinion in these columns that speculative security prices since the Fall of 1946 have created an overall pattern of indecision. We refused to join those financial writers, bankers and investors who had convinced themselves that common stocks were in a bear market. And now with the various industrial stock indices at their 1949 highs and the utilities virtually at the best prices since 1946, the question is no longer whether or not we are "in a bear market," but whether we are in a bull market. Of course, the rails have been laggards and the Dow-Jones Railroad Average at its current 48-49 level is markedly below the high points of the past five years, viz: 1949—54.29; 1948—64.95; 1947—53.42; 1946—68.31, and 1945—64.89. In 1944 this Average reached 48.40, approximately its present figure, but the high for the Industrial Average in that year was 152.53 against about 187 today. Even more striking is the fact that in 1944 the Utilities could show only 26.37 as a top figure as against about 38.25 today. The following table will further illustrate our point:

	Per cent gain from High of 1944 to present	Per cent decline from High of 1946 to Present
Industrials	16%	11%
Rails	0	30%
Utilities	45%	12%

Commodity Prices—In 1944 the Bureau of Labor Statistics Index of Wholesale Commodity Prices averaged 104 (1926=100) whereas it has ranged between 160.6 and about 152 so far in 1949, and might average out about 155, roughly 50% above 1944. Utility shares have been traditionally hurt by inflationary trends in the national economy, but the experience of the last five years has proven an exception to the rule for reasons outlined from time to time in these columns. In retrospect, the chief differences between the rails and the utilities have been that the former industry has largely lost control

of its costs, whereas the latter has been offered to reduce or at least stabilize costs per unit of output because of technological gains. The former is a relatively static and the latter a very dynamically growing industry. Most important of all is that the percentage of gross revenues consumed by wages and salaries is about 50 in the case of the railroads and about 20 with respect to the electric utilities. Labor costs are even a lesser factor in certain classes of gas utility operations.

**Success or Failure in
CONTROLLING LABOR
COSTS**
**Has Helped SHAPE the
PATTERN**
**of EARNINGS and PRICES
of STOCKS Over Past Five
Years**

Labor Costs as Regulating Factor—So far as many groups of industrial companies are concerned, price inflation has likewise failed to advantage the equity owners as in the past. Costs rose faster than selling prices and where the labor component was large, militant and tightly organized unions have been a principal cause of decreasing rather than increasing stockholder income. Because of the wide range of experience as between one industry and another it is not possible to generalize, but it seems logical that success or failure in the control of labor costs has been an important factor in shaping the pattern of earnings and therefore stock prices during the past five years.

The economic power of unions has also been an effective force in shaping the relative prosperity of various units within a given industry. Recent testimony before a Senate Committee disclosed that

in the steel industry, for example, the Steel Workers' Union has established a pattern for the entire industry not only as to wages, but such matters as seniority, union security, vacations, holidays and other factors bearing upon costs. Smaller companies must take the same package which is agreed upon by the larger units in the industry. However, man hours needed to produce a ton of various types of product differ widely not only as between company and company because of the difference in product "mix," but also as between one plant and another. Therefore a uniform increase in man-hour costs weighs far more heavily on some enterprises than on others as the following table taken from the Senate hearing referred to above shows:

	Type of Product	Manhours per ton
Plant A Tool & Specialty Steels	187.0	
Plant B Cold Rolled Specialty Steels	165.2	
Plant C Machinery & Alloy Bars; Stainless and Tool Steel Sheets	110.3	
Plant D Hot Finished Commercial Steels	21.0	

Excess Profits Tax—Of course, the unusual differentiation of performance as between rails and utilities since 1944 has been in part an aftermath of the Excess Profits Tax and its repeal. During the existence of E.P.T. the rails with their high property values enjoyed relative immunity compared with the utilities which were still in an expansion era and suffered from an extremely rigid ceiling on rates. Entirely different conditions have prevailed since shortly after V-J Day.

Character of Markets Changing?—Naturally, many other factors have also had a hand in determining stock prices in the last five years. We have constantly attempted to identify them but the current virtual stalemate in quotations as a whole gives rise to another question. With managed money and a multiplicity of government controls which never previously existed, including control of margins and various types of credit, will we have the type of all-out "bull" or "bear" markets in the immediate future which we formerly experienced? Or could we have bull markets in some groups and bear markets in other groups in existence simultaneously? We don't know the answer, but it might be something to think about if we are going to have a welfare state and a directed economy. And it might be just another reason for favoring investment in so-called "special situations" whenever they present themselves. After all, the American public has acquired an almost pathological fear of "boom and bust." It now abhors extremes and would support legislative action to eliminate excessive inflation on the one hand and excessive deflation on the other.

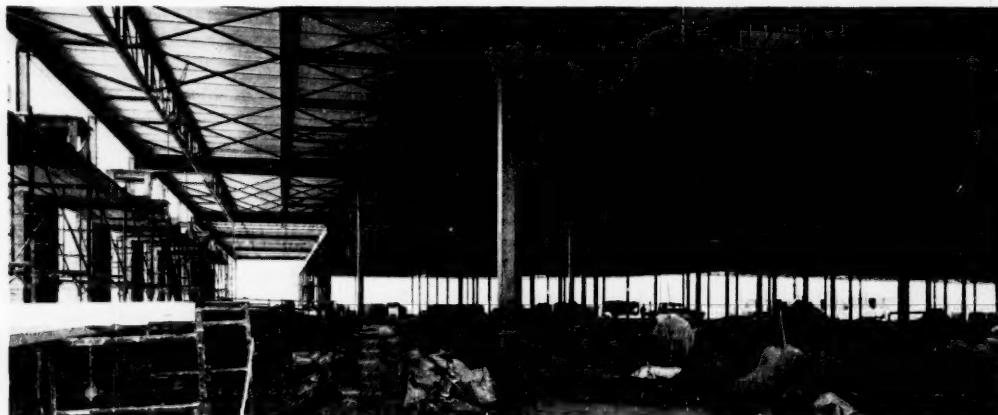
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The John Deere Plow Company needed a plant built in Atlanta — had to have 60,000 square feet in a big rush.



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MANUFACTURERS RECORD FOR

LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,
Make the mighty ocean, and the pleasant land."*

His Baby. Mr. Truman, despite the ready availability of effective national emergency machinery, chose to pit his personal prestige against the potential dynamite of a steel strike. His prestige was strong enough with the union for it to postpone its strike a total of 80 days. But—and this is the crux of the matter—when the union, in complete defiance of the principles of fact-finding, and of the President's own words, sought to make compulsory arbitration out of the steel report, not a hand or even a word was raised against it. Therefore, it is Harry S. Truman who has the responsibility for the present situation and, also for ending it.

Legerdemain. Employers are uneasy about the neat trick performed by the Steel Fact-Finding Board in waving a wand over 6¢ an hour, and transmuting it into pensions of \$100 a month. Actuaries have told employers the facts. At 6¢ for 2,000 hours worked in a year, it would take about 80 years to build up enough annuity stake to cover the difference between the Federal old age benefits and the tempting hundred dollars, according to Frank Rising, head of the Automotive Parts and Equipment Manufacturers, Inc. Even if the actuaries had not warned employers about the booby traps hidden in pension plans, John L. Lewis' current strike has spelled out the problem clearly.

Fair Play. Gompers' false slogan, "Labor Is Not a Commodity," induced obedient Congresses to exempt trade unions from the Sherman and later the Clayton Acts prohibiting restraint of trade—thus legalizing strikes that paralyze industry. This evil consequence has become so intolerable that the corrective counter-slogan, "Restore Equality Before the Law," could now be made irresistible. Moreover, "Restore Equality Before the Law" invites no misunderstanding. It requires neither constitutional amendment nor new law, but mere cancellation of the exemption recklessly given labor organizations. It would make strikes illegal when they are combinations in restraint of trade.

An Endless Chain. When a government undertakes to bolster prices—or wages—in any one field it finds itself impelled to move into other fields and do likewise. And the importunity is not without cause, or at least excuse. For any government intervention to affect free market prices distorts the price structure according to which people exchange their goods and

services. A government can intervene in favor of one group only by acting against other occupational groups; it comes under powerful and at times irresistible pressure to correct one discrimination with another.

Uncle Sam's Huge Appetite. Figures compiled by the U. S. Department of Commerce on where the people's money comes from and where it goes show that the aggregate cost of Government in the United States—Federal, state and local—has become the rival of food as the biggest single charge on the public's purse. Clothing and shelter have been left far behind. Department of Commerce figures give the aggregate value of all food expenditures in 1948 as \$52.9 billions. The total cost of Federal, state and local Government last year was \$51.8 billions. Thus for every dollar spent on food in the nation in 1948 the cost of Government was 98 cents.

Britain's Only Hope. Whoever gets elected in the next British election will face the problem of freezing wages, and making them stick, at machine-gun point if necessary, or giving in and moving toward more and more currency depreciation. We all know that the ultimate fruit of currency wreckage is popular demand for a "Man on Horseback" to halt the rise in living costs and bring order out of chaos. We can be sure that the communists will do all in their power to rise to the top to control Britain and the sterling

area countries if this eventuality develops. The only hope is that the government of democratic Great Britain, for the next few years, will be strong enough to fight the pressures for higher wages, higher prices, and higher taxes—which all go hand in hand—and to win the fight to stabilize wage costs in the interests of the solvency of the British Commonwealth.

Slow Poison. The American free enterprise system will eventually be destroyed if our Government continues its present practice of incurring deficit financing in connection with the nation's budget; of ignoring the necessity of adopting some systematic plan for retiring the national debt, and of continuing to increase the taxation of its citizens. When we pile on top of these fatal fiscal practices such socialistic measures as agricultural subsidies and federal housing, now in

(Continued on page 28)

It's good business to employ the handicapped. They have less absenteeism, better safety records and they stay on the job longer.

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Performance on every type of equipment and in every industry proves the high quality of Link-Belt Precision Steel Roller Chain, incorporating the knowledge and experience of the world's largest manufacturer of chain.

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Link-Belt Precision Steel Roller Chain runs slack on long or short centers, minimizing shaft bearing pressure, and operates at highest efficiency, since there is no possibility of slip. A number of shafts, turning in either direction, can be grouped in a single drive. The flexibility of each joint supplies a general cushioning effect, absorbing rather than transmitting shock from one shaft to another.

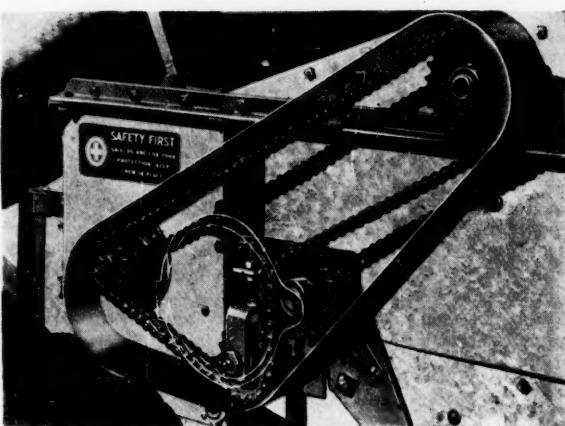
Link-Belt Precision Steel Roller Chain and sprockets are available immediately, in single or multiple widths, in $\frac{3}{8}$ " to $2\frac{1}{2}$ " pitch. Also with various types of attachments as well as the Universal Carrier, Flat-top, double pitch and horizontal plane bend types of chain. Made to manufacturers' (A.S.A.) standards. Send for Data Book No. 1957-A.

LINK-BELT COMPANY

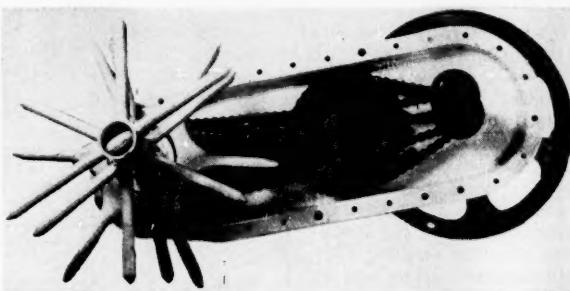
Chicago 9, Indianapolis 6, Philadelphia 40, Atlanta, Dallas 1, Houston 1, Minneapolis 5, San Francisco 24, Los Angeles 33, Seattle 4, Toronto 8. Offices, Factory Branch Stores and Distributors in Principal Cities.

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Coordinates motion of widely separated shafts.



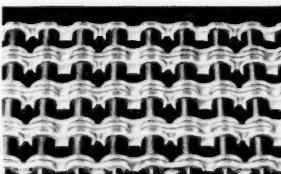
Unusual groupings of shafts and different speeds.



Single strand standard pitch chain.



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The features you get with Mayari R

This versatile high-strength, low-alloy steel is helping to improve the designs of a great variety of products including railroad cars, motor vehicles, industrial equipment, fabricated structures and household items. For full information on the properties and applications of Mayari R write for a copy of Catalog 259.

BETHLEHEM STEEL COMPANY
BETHLEHEM, PA.

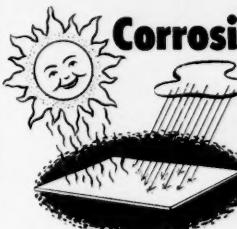


Mayari R makes it lighter... stronger... longer lasting

High strength

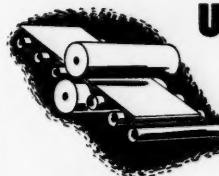


The 50,000 psi minimum yield point of Mayari R is approximately double that of plain carbon steel, permitting higher working stresses.



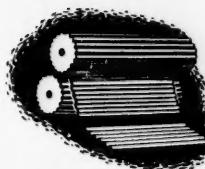
Corrosion-resistance

The atmospheric corrosion-resistance of Mayari R is 5 to 6 times that of plain carbon steel and 2 to 4 times that of copper-bearing steel.



Used as-rolled

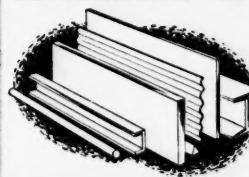
It has advantages of alloy steel without the expense of heat-treatment. Mayari R can be worked hot or cold in the as-rolled condition.



Workability

Mayari R can be formed, sheared, punched, drilled, and welded by the methods used for carbon steel.

Available in many forms



Mayari R is produced in sheets, strip, plates, bars, structural shapes, and cold-formed shapes.

Comparatively low cost



The initial cost of Mayari R is little more than that of carbon steel. This difference is frequently offset by savings in deadweight and maintenance.

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LITTLE GRAINS OF SAND

(Continued from page 25)

effect, and possibly the many other socialist schemes proposed, we very clearly face in this nation a much lower standard of living for all and eventual bankruptcy and disintegration. Unquestionably, the location of the Nation's Economic Problem No. 1 is now right in Washington.

Poorhouse Bound. When we turn our thoughts to the unpleasant subject of a 45-billion Federal budget we should keep in mind the following: (1) If everyone in the United States cashed in all of his life-insurance policies, the total would amount to \$44,000,000,000. This would not be enough money to run the Government for one year. (2) If every urban home owner in this country sold his home, the total would amount to \$30,000,000,000. That's just enough to run the Government for 8 months. (3) If every farmer in this country sold his farm, farm equipment, and livestock, the total would amount to \$25,000,000,000. The Government could not run for 7 months on that amount of money; and (4) if every industry converted its net working capital into cash, the total would amount to \$39,000,000,000. That's hardly enough to run the Government for 11 months.

The Price of Labor Peace. In most cases labor has been unable to block technological improvements in industry. The power loom, the teletype machine and the auto assembly line have come despite the opposition of the spinner, the telegrapher and the blacksmith. While in general this is true, there are some unions that take pride in the fact that they have stabilized employment in their industries and have brought labor peace. These unions are the envy of less fortunate labor leaders. Is it not an odd coincidence that where the unions have brought labor stability, as in the garment industry, they have also brought large obstacles to technical progress?

Economic Planning? An increase in taxes, particularly if limited to corporations and higher personal surtaxes as the President proposes, would start a chain reaction. It would cut down spending upon durable goods, both by business and by consumers. With the non-durable goods industries enjoying a mild recovery now from their first postwar recession, a drop in durables brought on by higher taxes would hurt the economy all along the line.

When commodity prices were rising and the volume of production was straining industry's capacity, a case could be made for increasing taxes. But surely the President realizes by now that the inflation is over. We have emerged from the boom phase, and the chief objective of economic policy has been to prevent a "bust" by continuing to effect the necessary post-boom readjustments piecemeal and gradually.

Materials vs. Labor. Those who, misled by organized labor's shrewd propagandists, cling to the

(Continued on page 30)

Kentucky Utilities Company, Inc. chooses Steel Towers for 138 K. V. Single Circuit Line

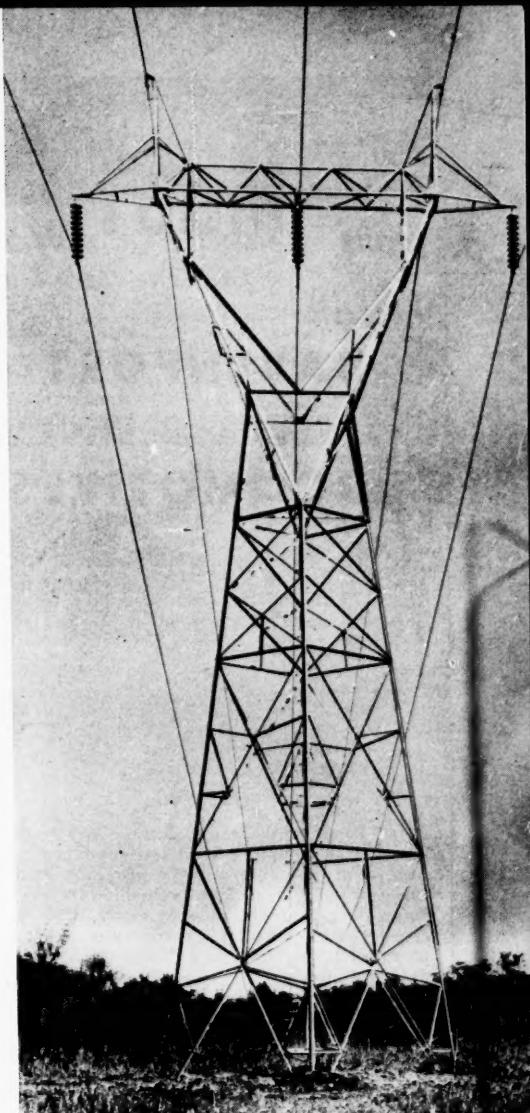
• When Kentucky Utilities Company, Inc., selected American Bridge light steel towers for its 138 K.V. single circuit line, it found that these towers made possible more severe design conditions because they had sufficient strength to carry longitudinal, transverse and vertical loads. Also, Kentucky Utilities found that foundation erection was quicker and cheaper because the circular steel grillages of the towers were designed to permit machine boring of anchors. Conductors and ground wires were carried in the most economical spans and the exact arrangement desired. And, like most things made of steel, these towers have the stamina to provide extra years of service.

To help you take advantage of the outstanding superiority of steel for structures of this type, American Bridge Company makes available its experience and facilities for designing, fabricating and erecting. Why not submit any questions you might have to our nearest Contracting Office.

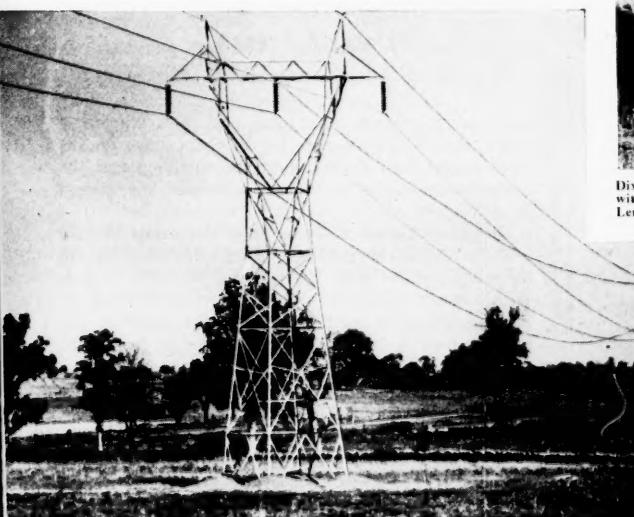
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DETROIT - DULUTH - ELMIRA - GARY - MINNEAPOLIS - NEW YORK - PHILADELPHIA
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UNITED STATES STEEL EXPORT COMPANY, NEW YORK



Dix Dam-Green River line. Single circuit 138 K.V. rotated towers with three 556,500 C.M. conductors and two 7/16" ground wires. Length=140 miles.



AMERICAN BRIDGE

UNITED STATES STEEL

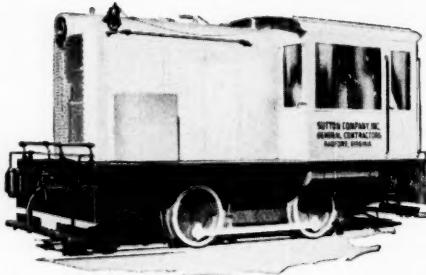
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MUST Earn
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A DIVISION OF DAVENPORT BESLER CORPORATION, DAVENPORT, IOWA

LITTLE GRAINS OF SAND

(Continued from page 28)

belief that cuts in the cost of raw materials would greatly benefit consumers of finished products would do well to heed the figures in *Home Bank Notes*, published by the Home State Bank of Jefferson, Iowa.

The wheat in a 16¢ loaf of bread costs 1.3¢. The wool in a fifty-dollar suit costs \$5.70. The leather in a ten-dollar pair of shoes costs \$1.37. Labor would like to have us forget that the bulk of the remaining retail price is made up of wages.

Convincing Argument. The average length of life in the United States is now about 67 years, or nearly double what it was at the time of the nation's founding, and 18 years more than at the beginning of this century, according to Dr. Louis I. Dublin, chief statistician of the Metropolitan Life Insurance Company. This increase in our longevity was made possible not only by the advances in the medical and sanitary sciences but also by the rapid rise in our standard of living. Though not so evident, improved working conditions, better and more varied food, and plenty of fresh air and sunlight around our homes have given extra years of life to our people. Is this not as good an argument as is needed for our American way of life, including freedom from Government control of our doctors?

Are People Fools? The Administration's legislative program, submitted to Congress in January, asks for controls over, or government intervention in wages, prices, rents, exports, credit, commodity exchanges, agriculture, industry, medicine, and materials. At the same time, it piously announces that it is committed to a program of "democratic self-responsibility."

Harry B. French

In the death of Harry Bartram French, who passed away on October 29, Baltimore, the city of his birth, has lost an outstanding citizen, and this company a friend and co-worker who, for 49 years, gave his utmost devotion to the work of the company and the development of the South, which claimed him almost as a religion.

He came with us as a boy from the public schools and the Baltimore Polytechnic Institute from which he graduated in 1899. His progress through various positions was constant, and as Advertising Manager he was known to manufacturers in all parts of the country for his keen insight into their interests that were always first in his mind.

His avocation was the study of history and music, and his knowledge of the lives and character of the leading men of the past, particularly in Baltimore and Maryland, was remarkable.

The simplicity and loveliness of his character, always a bright spot in the routine of the business day, made him in truth a friend of man who will be sorely missed.

95 Per Cent Efficient . . .



How the **SAVEALL** works

The Marx **SAVEALL** consists primarily of two large cones made of steel plates, one mounted inside the other, as shown in the diagram at the right. The inner cone is relatively short and thus has a large opening at the bottom.

There is a small cone-shaped receiving well at the top of the unit, with an inverted deaeration cone directly underneath it. At the Fleming plant, all overflow white water from the paper machine is collected in a single chest. This waste white water is fed into the receiving well at the top of the **SAVEALL**, overflows onto the deaeration plate (where the air bubbles are shaken loose from the solid particles) and runs off its edge. Suspended fibers settle through the inside cone and collect in the bottom of the outside cone. Water, minus most of the solids, rises between the two cones and flows over a circular weir into a draw-off channel.

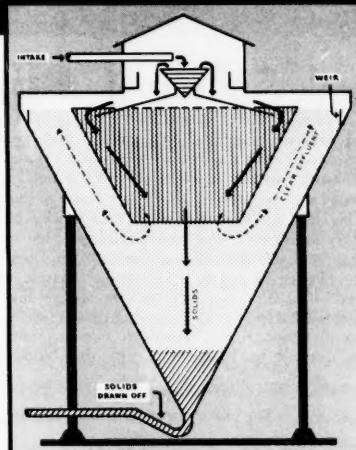
The clarified effluent from this **SAVEALL** is returned by gravity to a storage tank in the mill. From this tank, it is pumped to the beaters and white water showers. Overflow from the tank runs off to the sewer.

... recovering fiber stock from waste white water

That's how efficiently the 1000 gal. per minute Marx **SAVEALL** shown at the left operates at the Dallas, Texas plant of Fleming and Sons, Inc.

Approximately 100 tons of paper board is produced every 24 hours at this plant. A recent report shows that the **SAVEALL** is 95 per cent effective . . . reducing suspended fibrous solids in the waste water from 3.5 to 0.17 lbs. per 1000 gals.

The **SAVEALL** offers more than just efficient recovery. It operates by natural forces only. No chemical coagulents are needed, the settlement taking place by gravity alone (see diagram below). No moving parts are involved and there is no opportunity for mechanical failures to occur.



Marx **SAVEALLS** are typical examples of the special steel plate structures we build for the processing industries. Let our engineers work with you on your next steel plate requirements.

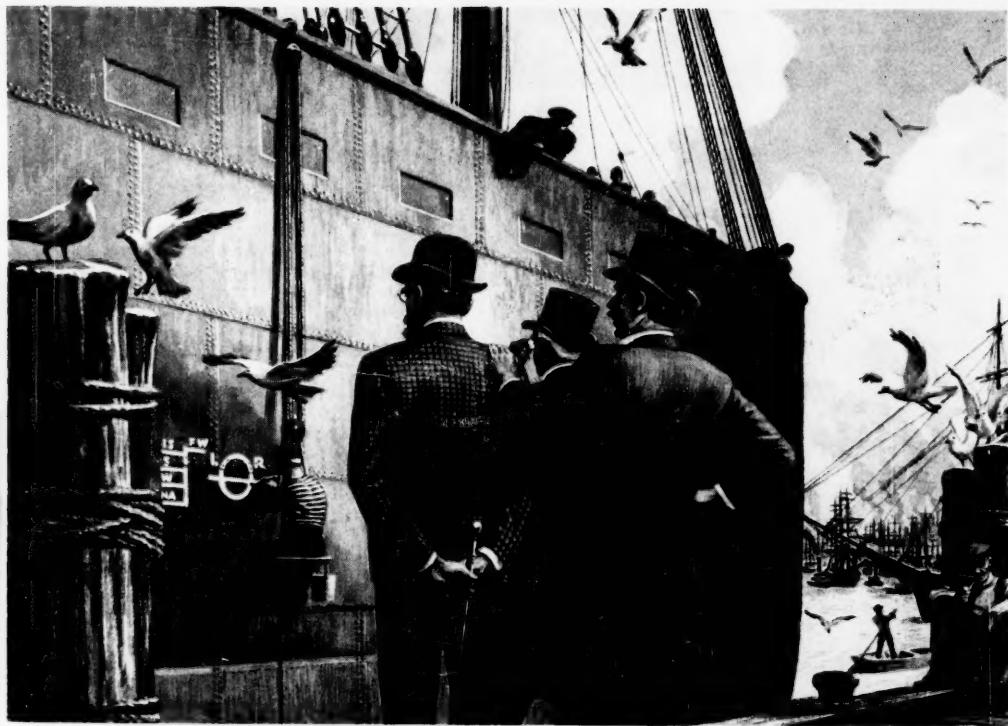
CHICAGO BRIDGE & IRON COMPANY

Atlanta 3 2145 Healey Bldg.
Birmingham 1 1530 North Fifth St.
Boston 10 1020-201 Devonshire St.
Chicago 4 2106 McCormick Bldg.
Cleveland 15 2218 Euclid Bldg.

Detroit 26 1510 Lafayette Bldg.
Havana 402 Abreu Bldg.
Houston 2 2114 National Standard Bldg.
Los Angeles 14 1511 General Petroleum Bldg.
New York 6 3313-165 Broadway Bldg.

Philadelphia 3 1619-1700 Walnut Street Bldg.
Salt Lake City 1 1520 First Security Bank Bldg.
San Francisco 11 1240-22 Battery Street Bldg.
Seattle 1 1320 Henry Bldg.
Tulsa 3 1611 Hunt Bldg.

Plants in BIRMINGHAM, CHICAGO, SALT LAKE CITY, and GREENVILLE, PA.



How Samuel Plimsoll Made His Mark

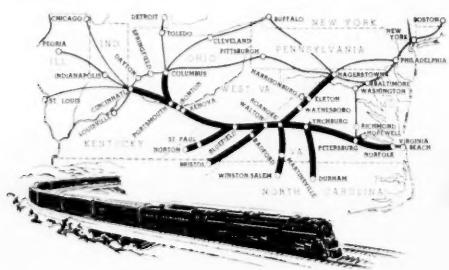
Samuel Plimsoll was England's greatest 19th century crusader for the welfare and safety of seamen. His efforts were directed especially against overloaded vessels which endangered the lives of their crews. The people of England shared his views, and Parliament passed a bill which provided that every vessel carry amidships a painted mark — now known as Plimsoll's Mark — to indicate the limit to which ships might safely be loaded. Thus, Samuel Plimsoll "made his mark" — made the seas safer for men who go down to them in ships, and for the cargoes they carry around the world.

Safety doesn't just happen. On the Norfolk and Western, safety is studied, planned, taught and practiced the year-round. For years the railway has maintained a Safety Department to investigate safety problems, institute safer working conditions, and promote safety educational

programs through safety committees and among employees all over the railroad.

This is *prepared safety*, further assured by rigid tests of materials . . . an extensive traffic control system . . . the most modern and dependable equipment . . . vigilant supervision and maintenance of roadways . . . tested and constantly improved operating methods . . . and the desire of thousands of experienced, safety-conscious employees to do the job, big or little, as perfectly as possible. Safety is a primary factor in the Norfolk and Western's ability to provide the *Precision Transportation*, which shippers depend upon when they mark their freight "Via N. & W."

Last year the Norfolk and Western won for the fourth time the Harriman Memorial Gold Medal for the outstanding safety record among Class I railroads during the preceding year. There is no higher honor in railroad safety.



Norfolk and Western
RAILWAY

PRECISION TRANSPORTATION

MANUFACTURERS RECORD FOR



"What Enriches the South Enriches the Nation"



Time to Examine

When Philip Murray ordered his reluctant steel workers to strike, he placed himself far out on a shaky limb from which only his political ally Harry S. Truman can rescue him.—But that is another story.

By basing his claim to a company-paid pension for his steelworkers (and they must be his because they obey his orders) on only one of several recommendations made by the Fact Finding Board and totally ignoring others, Mr. Murray has attempted to pervert public opinion and gain popular sympathy for an untenable position.

The Board recommended the general idea of workers' pensions for the steel industry. It suggested that this end be accomplished by collective bargaining. Its recommendation was not a fiat, in accordance with the President's pledge made prior to the hearings conducted by the Board. But pensions were not the only things recommended by the Board. It also urged an "examination" of industry-wide bargaining, so-called. Here is how the Board expressed it:—

In collective bargaining in the basic steel industry, the practice has developed by which almost the entire industry, generally follows the pattern set by the United States Steel Corporation and a few of the other large companies in their contracts with the union.

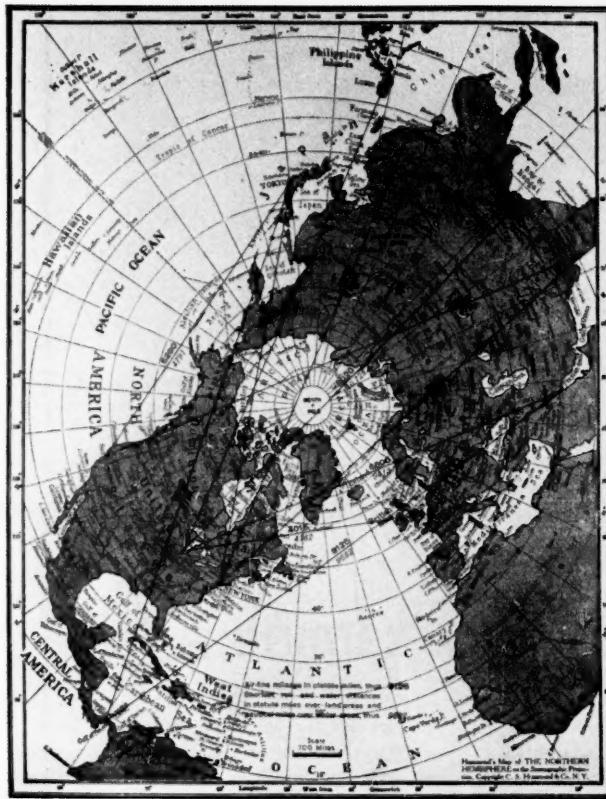
As a result there is little or no serious bargaining or discussion between most of the individual em-

ployers and the union. This practice is clearly a variation from the concept of collective bargaining as defined in the statutes and interpretations; it tends to promote a feeling of dissatisfaction and disharmony between the parties which makes co-operation difficult.

Now that the organizational phase of union activities has been passed, the field ought to be examined to see whether the public interest requires any modification in the definition and theories of collective bargaining in accordance with the new situation faced, not only in the steel industry, but in other industries where varying kinds of industry-wide rather than individual collective bargaining have grown up.

And in the matter of social security and pensions the Board specifically exhorted the union to deal with the individual companies, rather than negotiate a system to cover the entire industry.

If Mr. Murray really believes that the Board's recommendations are binding—which they are not—then he must accept the principle of individual company negotiations and the abandonment of his labor monopoly. Whether he accepts this principle or not, he and his erstwhile boon companion, John L. Lewis, are dramatizing its necessity to an already aroused national audience.



THIS MAP, showing the shortest air routes from a possible aggressor nation to the United States, illustrates the strategic strength of the South.

Defense Plans Spur Industrialization

Plans for Decentralization of Industry for Defense
Place Spotlight on Strategic Strength of the South.

by Sidney Fish

POSSESSION of the atom bomb by Russia and the danger of modern air war will speed up the industrialization of the South.

The long-term trend toward decentralizing the nation's plants received a big impetus during World War II. The aim at that time was partly to tap unused reservoirs of manpower and materials, and partly to place key plants where enemy bombers could approach only with difficulty. As a result, Government and private sources invested \$4,500,000,000 in Southern manufacturing facilities, between 1940 and 1945.

Industry Should Decentralize—Even if use of the atom bomb is outlawed—and prospects of such a step seem very poor at present—the incentive for relocating strategic industries in the South would still be very great. Long-range bombers based in Russia or Siberia, carrying high explosives, would have to make their

longest journeys to reach the South. Study of the map shows, moreover, that the shortest routes to the Southern war plants from bases in Russia or Siberia would carry the Soviet bombers over hundreds and hundreds of miles of Northern and Western cities, permitting opportunities for fighter and guided missile interception before the South were reached.

Russia and Siberia lie on the opposite side of the North Pole from the North American continent. Consequently, virtually all bombing approaches, at least in the early stages of a war, would be from the north to the south, carrying the Russian bombers over Canada and Northern cities of the United States, before the South could even be threatened.

When the Russian Air Force made its first non-stop flight to the United States over ten years ago, the Soviet planes landed in California. The latter state is

particularly accessible to Siberia-based bombers. For that reason, much thought has been given recently by the Government to relocating Pacific Coast aircraft plants and at least one major producer—Boeing—has been under pressure to transfer its bomber production from the State of Washington to less vulnerable areas. Northern and northeastern plants are similarly exposed.

South is Favored—The strategic considerations that favor the South should encourage a new wave of industrialization in that area over the next decade through the following measures:

New Interest in War Surplus Plants: The Government will encourage certain key defense industries to transfer their operations, in part at least, to new or idle plants. Of 296 plants built in the South with Government funds during World War II, approximately forty which have been declared surplus remain to be sold.

Those plants will enjoy increased attention, not only as a result of the war threat, but because higher freight costs are encouraging rapid decentralization. The 40 plants that remain unsold represented an original cost of nearly \$500,000,000. They include ten ordnance works; 6 aircraft and 8 shipbuilding plants; 6 food plants; 7 chemical plants, and three non-ferrous metals plants.

The transfer of the Chance Vought Navy fighter plant from Connecticut to Dallas this year is an illustration of how earnestly the Government is going about the task of moving key plants from exposed areas to idle war surplus plants in the South.

Government Aids to New Investments: The gradual drop in capital goods investments by industry during the last year is a source of concern to the Government. Even if the Russian atom bomb threat had not arisen, it is likely that the Truman Administration would have set in motion efforts to increase expenditures for new plants and equipment.

Thus, last January, President Truman urged Congress to pass legislation that would permit the Government to require that certain industries, including the steel industry, increase their investments in equipment and thus enlarge their productive capacity. The President suggested that the Government be empowered to invest or lend its own funds for such purposes, if private industry lags in the task.

The threat of Government financed expansion of industrial capacity, in peacetime, however, would tend to discourage investments by private industry. President Truman's proposal, therefore, was widely condemned as another move toward statism that would tend to reduce the freedom of the individual.

Congress wisely did not act on that proposal, and would probably continue to reject the idea, unless the threat of war became much more serious, or a deep recession, such as is not now in sight, were to materialize.

But there are other sound steps through which Congress could stimulate investment in new facilities, and at the same time aid industry in relocating vital plants in less vulnerable areas. One way

would be to liberalize depreciation of industrial facilities. Through issuance of certificates of necessity, as was done during the war, the Government could permit private capital to write off in five years or less any new plants that would contribute to greater national security.

A general acceleration of depreciation rates allowed by the Bureau of Internal Revenue, for income tax purposes, on existing plants, would also be strongly favored by industrialists. Such a measure is advocated now because high replacement costs make it impossible for industry to set aside funds, at currently allowed rates of depreciation, in large enough amounts to permit a continued big building program. Industry is unwilling or unable to finance such measures through the sale of equity securities, and the incurrence of debt is regarded as unsound. Accelerated depreciation, however, would set aside adequate funds to permit relocation and expansion.

A third legislative measure which would aid the decentralization of industry, as a defense measure, would be the allowance of special write-offs, where industry shifts from exposed plants in the North, to new plants in the South.

Automotive Industry—A concrete illustration is provided by the case of the automotive industry, which has developed numerous assembly plants throughout the country, including several in the South. Auto and truck engine plants, however, are still largely concentrated within a radius of a few miles in the state of Michigan. From those engine building plants shipments are made to the assembly plants all over the country.

It would be possible for modern enemy bombers in large force even without use of atom bombs to knock out engine capacity required for our military truck and tank production. The mobility of the modern army still depends on its trucks, despite increased emphasis on advance airborne troops.

Under such circumstances, a military commission appointed to study the need for decentralizing certain vital industries might decide that it were wise to build shadow engine plants in the South and the Southwest. The question would then arise as to whether Government funds should be used for that purpose, in peacetime, or whether the national economy would not be strengthened if private enterprise assumed part of the task of decentralization. If private enterprise were to carry the burden, however, it would need incentives in the form of a law allowing five-year depreciation on new defense facilities. Quick write-offs against income should also be allowed where facilities in the north are abandoned or operate at a lower rate of capacity as a result of the migration of the industry to other less vulnerable areas.

Steel Industry—The steel industry poses a defense problem today. It is vulnerable to atomic or high explosive attack, as indicated by the success of our bombers against Japanese and German steel plants. Seventy per cent of the steel capacity industry of the nation is largely concentrated in four states—Pennsylvania, Indiana, Ohio and Illinois. A basic

way to undermine a nation's war-making potential is to knock out key steel-making facilities.

The decentralization of the steel industry would involve an enormous cost, if approached merely from the standpoint of national defense. It should be feasible, however, to develop principles of depreciation which would encourage the steel industry to speed up its decentralization in peacetime, with its own funds.

Economic factors, such as high freight costs, are already stimulating the expansion of the steel industry in the South, and the Government should do everything within its power to aid this trend, in the interest of national security.

Within recent months, three new metal manufacturing plants have been announced, all in Texas. (See page 39).

The new steel finishing plants bring closer the day when a new tidewater integrated mill, with blast furnaces, coke ovens and open hearths, will be built in Texas or some other Gulf state by major producers. Such a mill would utilize ore imported from South America, thus conserving dwindling reserves in Minnesota.

Also needed in the Southwest are new rolling facilities for steel sheet and strip. The nation's sheet and strip capacity is now largely concentrated in a relatively small number of huge continuous mills in the North. Freight charges from the North have risen sharply.

With the construction of such a sheet rolling plant in Texas or Alabama, impetus would be given to the location of additional plants of steel consuming industries in the South. The electrical equipment and appliance industries, for example, could effect large savings in freight if they set up new plants located near their Southern customers. The farm equipment and building equipment industries are also looking towards the South. In time, the South will have a host of new metal stamping and foundry units, which will supply parts to those new equipment industries in peacetime, and will provide a factor of strength in the event that the disaster of modern air war fell upon our country.

Gains to Date—During the last decade

the number of factory workers has doubled in Texas. In Arkansas, for every 10 factories in 1939, there were 17 in 1947. The same ratio applies to North Carolina and Alabama. The next decade will see further large gains, divided evenly between soft goods and durable goods.

Private industry is investing approximately \$15,000,000,000 yearly on plants and equipment. Through sound legislation, the Government can and should take a hand in seeing to it that new funds are invested where they will do the most good, not only for the peacetime economy, but in the event that war came.

If the Government takes a hand in aiding decentralization, it is likely that any commission set up to carry out the project would lay great stress on placing new industries in smaller communities. The city with a population of over 100,000 is vulnerable to bombing, but Southern cities of that size would be more secure than those located in the North.

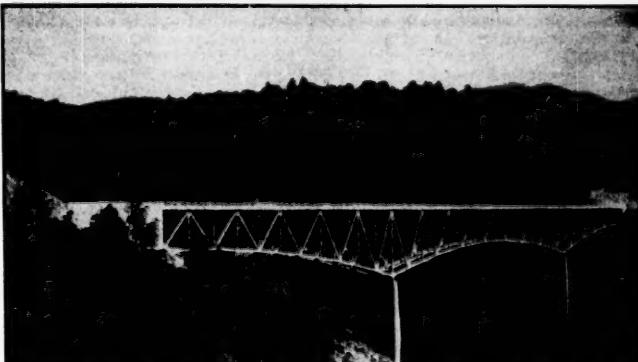
Ideal Factory of Future—The ideal factory of the future, planned with air defense in mind, would be one with only 1,000 or 2,000 workers. Such a plant would require no more than 15,000 to 20,000 persons to be in the immediate vicinity, counting families of workers, service trades, etc. The city would be too small to be a target for long range bombers.

Experience has shown that underground plants are not feasible, except for the most vital military components. Costs of construction are too high. But in the future it will be necessary to see that as industry grows, new plants are placed in areas where they are safe from attack, instead of being added to already huge industrial complexes in the North which have become "sitting ducks."

What Decentralization Means—The nation will be stronger, as a result of such decentralization, not only in the event of war, but in peace. Industry will reap the advantage of a better, happier group of workers, where plants are located away from the overcrowded centers.

And the South will become an area within which agriculture and industry provide even better balance for the good of all, than is the case today.

Most Beautiful Bridge



Tennessee's Wautaga River Bridge (Nashville Bridge Co.), one of two designated by American Inst. of Steel Constr. as most beautiful spans opened in 1948.



E. S. McKissick, Chairman ACMI.



R. C. Jackson, Exec. V. P. ACMI.

Cotton Merger Gives Industry "United Front" Down The Line

Creation of the American Cotton Manufacturers Institute after two years of delicate negotiations hailed as one of the most important events in the industry's long history.

by J. A. Daly

NEW horizons of power and opportunity in United States politics and world economics were raised before this nation's soft goods producers when the American Cotton Manufacturers Institute recently was organized.

This super-association came into existence through merger of the American Cotton Manufacturers Association, with headquarters at Charlotte, N. C., and the Cotton-Textile Institute, based at New York.

Creation of the new Institute as a non-profit, non-stock North Carolina corporation may prove to be one of the most significant events in the cotton industry's colorful and often distressed history. Immediately, the merger for the first time provides a "united front" not only for cotton spinners and weavers but also for the growers, shippers, and distributors of the staple and its manufactured products.

There was no particular significance in the fact that unification was accomplished at a time when cotton textiles were rebounding from their severe, first post-war recession. This movement during a period of more than two years progressed through a series of delicate understandings in high industrial diplomacy.

Yet unification was accomplished at a time when the industry was in its strongest financial position, even though the fourteen-month recession that ended last July brought an average decline of about 20 per cent in domestic primary textile market prices. Raw cotton prices have declined about 15 per cent but textile

wage rates have held unchanged since they attained all-time highs last year. Otherwise, costs of cotton manufacture have shown only moderate changes from post-war, all-time high levels.

History—The American cotton textile industry has been outstanding with respect to rugged individualism of the mill executives. The result on an industry-wide basis was more of financial hardship than prosperity for management and employees alike. In fact, the uncertain fortunes of the industry prior to World War II recently were summarized by the Harvard Business Review in a statistical finding that spelled grief. The Harvard economists showed that employees failed to receive regular work in any year between 1919 and 1935. During that period, textile workers received the lowest annual income of any group of workers in the nation.

Even during the boom years of the Harding and Coolidge Administrations, wages of these employees were reduced repeatedly until the industry's economy collapsed in 1931.

Boom-Bust—Furthermore, through the years since the former American Cotton Manufacturers Association was organized at Charlotte in 1897, this industry has lived through a succession of booms and busts. Until recent years, the industry largely was unable to stabilize production or to control cut-throat competition, and it was hesitant about entering into technical research leading to product diversification. Meantime, synthetic, com-

petitive textiles wrote a record of rapid progress. Vicissitudes of cotton textiles brought hardships to cotton growers, labor, and capital alike, and the industry came to be known as one having a two-year, rapidly swirling economic cycle.

Progress of the "united front" industry, therefore, in the course of the years will be measured by the effectiveness with which that economic cycle is retarded in speed and flattened on the charts. The entirely realistic present leadership in cotton textiles feels that this objective can be attained in large measure over the long term.

New Approach—Closing the ranks of cotton and associated industries was inspired by broad knowledge of industrial necessities. The consolidation reflected confidence, enthusiasm and a rarely revealed degree of optimism.

Probably this sentiment was justified in the circumstances. The movement from its inception was broadly based to solidify all phases of domestic cotton manufacture, marketing and production. Actual enlistment of the strength and prestige of a number of other long established industry associations gave the new Institute tremendous reserves for strategic or tactical, coordinated operations.

Birth of the Institute—The convention which brought the Institute into corporate existence was held in Charlotte, designated the permanent headquarters. Attending industrialists represented millions of spindles and hundreds of millions of dollars of capital investment. The brief, final deliberations were distinguished by calm determination, singleness of purpose and complete harmony.

Amidst the organizing developments, The Charlotte *News* editorially hailed the consolidation, and establishment of headquarters at Charlotte, as "final proof—if any were needed—that the South has truly become the center of the U. S. textile industry and, indeed, of world textiles. . . . This is a momentous step in the long history of textiles. The wisdom of such a step will be proved in the months and years to come!"

Ellison S. McKissick, chairman of the former American Cotton Manufacturers Association, was elected the new Institute's chairman. He is president of Alice Mfg. Co., Easley, S. C.

Southern Control—Inasmuch as this industry is dominated by the Southern segment, the Institute unquestionably is controlled by Southern mill managements. The rivalry between the industries of the South and New England may continue, particularly as regards some purely domestic problems. But the Institute's organizers held out the olive branch to the National Association of Cotton Manufacturers and granted to that New England association *ex officio* membership in the Institute's directorate.

Close Cooperation—Through the carefully evolved unification, closest cooperation was attained with the National Cotton Council, with headquarters at Memphis, Tenn. With abandonment of several activities of the former Cotton-Textile Institute, the Council organized a staff of experts and took over at New York the fashions and sales promotions for apparel and household cotton textiles. The

Council will continue at Memphis its promotions of industrial textiles.

Leaders—Evidence of unity also was given when the new Institute elected Robert C. Jackson, for several years manager of the Council's Washington agency, as executive vice-president, the top salaried position in the merged group. He is a specialist in world consumption and marketing of cotton textiles and in cotton production. A 38-year-old man, he has risen to a high place in textiles from a Mississippi farm.

The new "united front" extends also to the "grass roots" through an agency of the Institute at Clemson (S. C.) Agriculture and Mechanical College for work with that institution's faculty, researchers, and extension organization.

Furthermore, in the Institute-Council cooperation, the Institute will maintain a strongly staffed office in New York under the direction of Dr. Claudius T. Murchison, long-time president of the former Institute, and an internationally known textile authority. His title is chief economist. Dr. Murchison described the merger as "one of the most constructive steps ever undertaken by the cotton manufacturing industry."

Associated with Dr. Murchison will be Paul B. Halsted as statistical division chief, and John W. Murray, a public relations expert. They were among the higher executives of the former Institute.

In this preparation for positive action or defense, the new organization also is continuing the former ACMA agency in Washington. In charge there is Charles Caffrey, veteran textile liaison man in national legislative and industrial affairs.

F. Sadler Love, for two years acting executive head of the former ACMA, continues in the position of secretary-treasurer.

Burden of the work leading to consolidation was done by nine-member committees representing the two former major organizations and headed by Col. W. D. Anderson of Macon, Ga., and Percy S. Howe, Jr., of New York.

Twenty-four elective directors, as chosen at the Charlotte organizing conference, will hold office until the Institute's first annual meeting next April 1 in Palm Beach, Fla. Then directors will be elected in groups of eight for one, two, or three-year terms to provide thereafter for expiration annually of one-third of the elective board members' terms. Directors annually will elect officers. Officers of affiliated associations will be ex officio directors.

Participation—Voice, without vote, in determination of the Institute's policies was given through the by-laws to various industry organizations. Thereby the organizing committees sought to develop a broadly representative corporate set-up. Among these are the Cotton Manufacturers' Associations of North Carolina, South Carolina, Georgia, and Alabama, and the Carded Yarn Association and the Southern Combed Yarn Spinners Association.

The sphere of the new Institute's influence was further enlarged by creation of Class B, non-voting members. They may be individuals, firms or corporations

identified with independent finishing plants, machinery or supply manufacturers, cotton shippers, textile commission selling houses, banks, laboratories, exchanges, engineering firms and synthetic yarn producers. Only Class A members may vote or hold office.

Considerate of "small business," the Institute safeguarded the multitude of small mills by limiting member mills to one vote each, irrespective of capitalization or productive capacity.

Influence—Admittedly, the new Institute packs a heavy punch but, of course, the power of its force in American economics and legislation remains for the future to reveal. It has the prestige of representing mills which employ about 300,000 of the 400,000 men and women working in American textile plants of all descriptions. Textiles is described by its statisticians as the largest industry employer in the nation. Its consumption will be around 8,000,000 bales this year.

Indicative of the vast economic influence of payrolls alone for these workers, latest official data show the average hourly wage is \$1.116. Average hours per week, slowly increasing since the July recession depths, is around 36½ hours. These statistics relate to cotton textile producers; the figures vary considerably for rayon mills, woolen mills, and hosiery knitting plants.

Policy—Keynotes of the Institute's policy were sounded by Chairman McKissick in his first formal statement. He emphasized concern for the "industry's hundreds of thousands of employees" and the urgency of strengthening the production and marketing position through unity of action.

"In the present state of the world, we cannot afford the luxury of squabbling among ourselves," he commented.

With the realism that marks the textile leadership's new thinking, the chairman admitted that "we must realize that it will not always be possible for all segments of the industry to agree on every point which may be raised." Diplomatically, he added the expression of "sincere hope" that by working together better understanding of these segments' differing problems may be acquired. Such an understanding would constitute the foundation for advancing the industry while "making more secure the jobs of hundreds of thousands of employees."

Mr. McKissick emphasized that the Institute's problems "are national or international in character and can be met, and overcome, only by a strong, unified industry."

Current Problems—By coincidence, the "united front" was organized only a few days after the textile industry took a licking in Washington legislation. Congress re-enacted the Reciprocal Trade Agreements Act, without the "peril point" provisions which the industry had advocated strongly. And, about the same time, the British pound sterling was devalued. Along with that decision came a wave of devaluations involving currencies of other European nations which are customers or competitors for American textiles in times of normal world trade.

Dr. Murchison emphasized that "repercussions from the tidal wave of currency

devaluations will prove much more disturbing to us than seems generally anticipated. It has created trade problems of the first magnitude."

As the ACMI leaders went ahead with policy formulation, Col. Robert T. Stevens of New York, chairman of the great Stevens chains in the South and New England, viewed with alarm in a talk at Charlotte. He insisted that Washington's "tinkering with the tariff" and Congressional refusal to include the "peril point" provision in the Reciprocal Trade Agreements Act threaten "serious troubles for American textiles."

This industrial leader asserted that the major objective of reciprocal trade agreements "probably never will be accomplished." He described the "deals as one-sided" and deplored what he considers favoring American durable goods to the disadvantage of American soft goods.

Unionization—References by Mr. McKissick to the welfare of employees only dimly revealed the greatly increased interest throughout textiles in public relations, especially personnel relations.

Unionization efforts, however, are only one of the numerous stimulants for personnel relations programs of individual mills. These programs for the whole industry have involved investments of hundreds of thousands of dollars in welfare and recreational facilities. These programs bid fair to exert strong and favorable influences in the "united front."

New England Industry—The South's cotton textile manufacturers also are troubled by indirect consequences of the continuing dwindling of the once dominant, now severely shrunk, New England industry. Therein lies the real reason for establishing the unified Institute's headquarters in Charlotte. The United States has 23,400,000 spindles, of which 18,200,000 are located in the South—6,000,000 of them within 150 miles of Charlotte.

The industry is expanding rapidly over the South, particularly in the two Carolinas. Mostly, the new plants, costing high into the millions of dollars, will produce synthetics, notably several great post-war projects in South Carolina. In cotton textiles, however, the expansion is through modernization. Many millions of dollars are being invested in new machinery, thereby increasing capacity and diversity of products.

Synthetics—Admittedly, cotton textiles have before them many "at home" problems, some of which appear difficult of satisfactory solution. One of the greatest is the increasing threat from synthetics. Typical of the substance back of these threats are the great orlon plant which the du Pont interests are constructing near Cheraw, S. C., and the \$55,000,000 nearly completed Celanese Corp. plant near Rock Hill, S. C. And, there are others. American textile consumers are familiar with rayon and nylon, as well as cotton, but now comes orlon, an amazing chemical accomplishment to complicate the already intensely competitive textile situation. Meantime, the export market for American cotton textiles is severely depressed. Actually, the new Institute may be considered as assuming a burden of responsibility to the whole nation's economic stability.

Industry on the move

A great deal of publicity has been given to announcements concerning the movement of industry to the South from other sections of the country. What hasn't been so widely publicized is the highly significant movement of industry within the South.

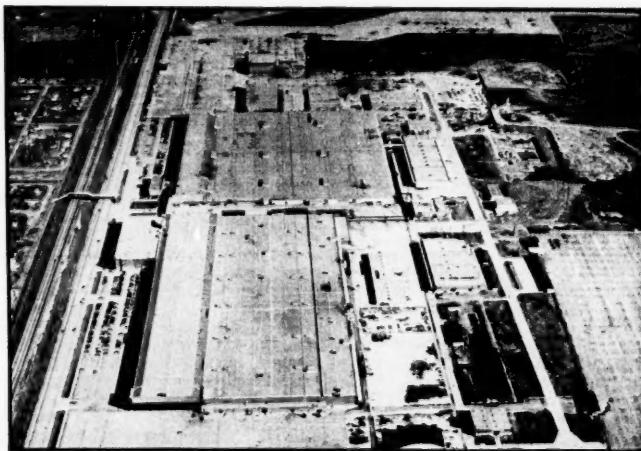
ACCORDING to an extensive survey now being processed by MANUFACTURERS RECORD, industrial managements, in ever-increasing number, are investigating more thoroughly conditions "on the other side of the fence." Industry is being urged to move today as it has never been urged before. There are several factors responsible for this: natural postwar expansion, coupled with tightening competitive conditions, the trend towards diversification and decentralization of industry, labor problems, and the stepped-up work of industrial development groups (especially in the South and Southwest) who are enthusiastically proclaiming the industrial advantages of their localities, to mention

just a few. All of this is resulting in an unprecedented movement of industrial facilities. Clark Thread Co. and Chance-Vought division of United Aircraft are good examples to cite in this connection. Both have moved their entire operations to the South.

The permanency of this trend is admitted by most industrialists, and its steady growth portends great things for the South. What should be of greater importance to Southern businessmen and industrialists, however, is the volume of movement within the South's own borders. The survey shows that new business and accompanying additional income in Houston or Atlanta, for instance, result-



FROM the sprawling Stratford, Conn. plant, located on the banks of the Housatonic since 1930, Chance-Vought (United Aircraft) moved to Texas.



AT DALLAS the division's new home is the huge plant occupied during the war by North American Aviation. Total floor space is 2,900,000 square feet.

ing from the establishment of new plants, is, in large measure, derived from Southern business and to a considerable extent, Southern capital, previously at work in some other section of the South.

In its survey the MANUFACTURERS RECORD questioned approximately 900 firms over a period of six months. These were industrial firms that had announced either plans, or the awarding of construction contracts, for the establishment of either new plants or the expansion of present facilities. The questions asked included these two: (1) Has this firm operated plants in the South previous to the establishment of the plant noted . . . ?, and (2) Where is the home office of this firm located?

Ninety-two per cent of those who returned the questionnaires answered question number one, and *eighty-three per cent of these reported that their firms had previously operated plants in the South.* Likewise, ninety-two per cent of those who returned the questionnaires answered question number two, and of these, *seventy-nine per cent reported their home offices to be in the South.*

These results tend to clarify or to resolve one current controversy, and to point the way to a second equally important and equally current assumption. First, it would appear that Southern business is responsible for a greater portion of Southern industrial growth than it is given credit for. Admittedly, outside capital is welcome and necessary, but Southern business is financing itself today to a far greater extent than is commonly realized. The fact that Southern firms are finding Southern markets for their products is a highly important contributing factor behind this growth, and this in turn leads inescapably to the assumption that more finished products are being turned out in the South.

Secondly, while the realization of the presence of a tremendous Southern market has certainly been one reason for the large number of new plants and expansions, it has also been responsible for the increasing interest of the Southern businessman in the greener fields within the South. He, like his neighbors to the north and west, is on the receiving end of the vigorous advertising campaigns being conducted by the industrial development groups in Southern cities. He, unlike his neighbors to the north and west, knows the present advantages and the future potential of this Southern market through intimate association, and he is taking advantage of the opportunities being offered. Not only is he expanding his facilities by building branch plants and sales outlets in several Southern cities, there is evidence that he is picking up lock, stock, and barrel and moving his operations to the Southern locality in which he can operate most efficiently.

If a business stands quietly where it is, you can bet that it does so because it has determined that its present location is its best in every particular, not because it hasn't been invited elsewhere.

Today, there is definitely keen competition among the progressive cities and states of the South for new industries and each others' industries.

Houston Moves Up Industrially, Lands Two Welded Pipe Mills

THAT the pendulum is certainly swinging toward Houston in the great new pipe supply business is evidenced by two announcements in October that two companies plan \$5,000,000 welded pipe mills in the Texas city.

Sheffield — Sheffield Steel Corporation of Houston and its parent organization Armcot Steel Corporation of Middletown, Ohio, joined forces with the A. O. Smith Corporation in Milwaukee, Wisc., to form the A. O. Smith Corporation of Texas.

Construction of the plant has already started. Welded steel pipe for gas and oil transmission lines and for oil well casings will be manufactured at the new Houston plant, located in the Greens Bayou area near the fabulous Houston Ship Channel.

Consolidated Western — Shortly after the A. O. Smith announcement, U. S. Steel Corporation unveiled plans for a similar \$5,000,000 plant. Consolidated Western Steel Corporation, which is already being built on an 80-acre tract on Clinton adjoining Dixon Gun Plant on the Houston Ship Channel. It is expected to be in operation by next Spring.

The A. O. Smith Corporation of Texas' facility is expected to be second in production only to the A. O. Smith Corporation of Milwaukee. Whether the Consolidated Western facilities will exceed both remains to be seen, for the U. S. Steel subsidiary also plans to expend \$5,000,000.

Both were welcomed additions to Houston's industrial family and were hailed by Warren S. Bellows, Houston Chamber of Commerce president, as "a new milestone in Houston's development . . . It shoves Houston's already limitless industrial frontier to a new boundary."

The new A. O. Smith pipe plant will use Sheffield steel, while Consolidated Western will get its steel from other U. S. subsidiaries and additional steel sources by barge along the Houston Ship Channel.

Not only does this mean a startlingly large development of the new pipe fabricating industry, but it means a huge shot in the arm for Port Houston.

Only a short time before, Houston moved into a new era of industrialization with the announcement that Wright Manufacturing Company had begun operations in its more than \$3,000,000 new plant on Post Oak Road on the western outskirts of Houston. The company is one of the first in Houston's industrial family to carry the basic products of the area's many chemical plants steps farther into the production of consumer goods.

Wright manufacturing will make rubber tire plus specialized plastic items, with most of the raw products coming from Houston's immediate area.

Chemicals — Other firms which have already become part of the rapidly expanding chemical empire surrounding Houston on the Gulf of Mexico constitute a veritable "Who's Who" in the chemical

industry. Their products range from jaw-breakers such as disodiumdihydrogenpyrophosphate or ferric dimethylthiocarbamate to acetone and butyl alcohol.

Moreover, the plants which have been established in the "magic crescent" of the Gulf Coast are among the larger units of these corporations. Relatively few were represented in the area prior to 1940 when the migration of industry to the Southwest began.

Observers, long familiar with industrial development, are studying Houston's expansion and are confident that it has only just begun. The great majority of the products produced are only one step from the raw materials found in abundant quantities in the area.

There still remains the ever-present—and costly—necessity of transporting the basic products to other sections of the nation for processing into consumer goods.

Possibilities Unlimited — There is already a hint that a trend is starting—a trend to process the basic products in the Gulf Coast area. Observers feel that when this trend becomes accelerated,

then the possibilities of further industrial growth are practically unlimited.

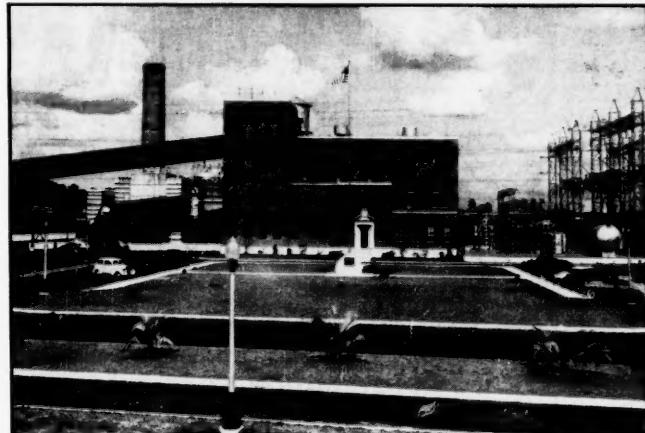
As the dollar pinch in the United States becomes more apparent, it is felt that more and more industries will move their processing plants to the source of the basic materials, just as the firms moved their plants to the source of the raw materials.

When this comes about, important new enterprises in the line of fabricating operations would be added to the growing list of diversified industries already operating in the Houston area. Net result would not only cause a vast addition to the population, material wealth and well-being in the area, but would present new vistas of opportunity in all lines of intellectual endeavor.

Nine Years — Since 1939, the tide of industrialization in and about Houston has risen spectacularly—and today Houston is being hailed as the focal point of a new frontier as a result of an even greater expansion initiated since the end of World War II.

In a little over nine short but action-packed years, Houston has emerged as the leading industrial metropolis of the South and as a center of a mounting migration of industry to the plains of the Texas Gulf Coast. Chemical-wise, Houston has virtually become the hub of the tremendous development which the area has been experiencing.

Georgia Power Dedicates Plant Mitchell



Plant Mitchell, the Georgia Power Company's new 45,000 kilowatt steam-electric power plant 10 miles south of Albany, was dedicated on October 21 "as a symbol of the progressive spirit that prevails throughout Georgia today," in the words of Governor Herman Talmadge.

The Governor headed a list of notable Georgians who gathered at Plant Mitchell for the public exercises paying honor to William E. Mitchell, retired president of the power company, for whom the plant is named.

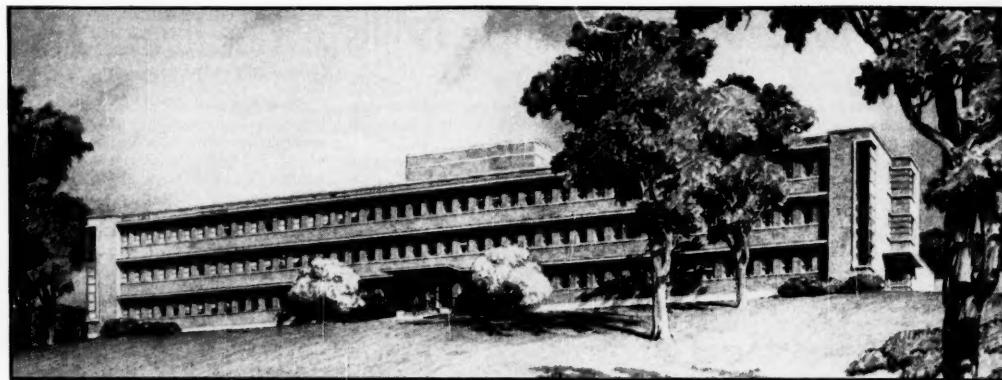
Mayor J. W. Smith, of Albany, told the

visitors he knew of nothing "that will contribute more to the growth of Albany and this section."

Maurice Tift, chairman of the Dougherty County Commission, said the selection of that location was "recognition by the Georgia Power Company of the industrial future of this part of Georgia."

Governor Talmadge called the plant "a rampart against communism and socialism." He said it was an example of the way in which "the Georgia Power Company is meeting its responsibility to serve the people of the state."

CONSTRUCTION



PERSPECTIVE of Wilkes General Hospital for North Wilkesboro, N. C., J. N. Pease, Co., Charlotte, Archts. & Engrs.

South's October Awards Total \$204,672,000

By S. A. Lauver
News Editor

TOTALING \$2,492,339,000, the value of southern construction for the first ten months of 1949 is almost seventeen per cent above that for the same period of last year.

October's total, as compiled from reports in the *Daily Construction Bulletin*, amounted to \$204,672,000, this representing a fifty-five per cent decline from the figure for the preceding month and ten per cent below the \$225,398,000 recorded for October a year ago.

Private building for the first ten months of 1949 totals \$751,340,000, this being twenty-two per cent above the figure for the comparable period of last year. Current constituents are \$483,199,000 for residential work, \$96,189,000 for office buildings, \$93,095,000 for assembly buildings and \$78,857,000 for commercial buildings.

The \$483,199,000 for residential projects, as in the past, represents the preponderance by the private building picture and is twenty-eight per cent above similar work in the first ten months of 1948. Both assembly building and commercial building work are down, the one being a decrease of about three per cent and the other, fifteen per cent. Office type construction is up, however, about two hundred per cent. The total this year is \$96,189,000; last year at this time, \$32,528,000.

Public building has risen substantially, as compared with the first ten months of last year. The current \$609,895,000 is twenty-two per cent ahead of the \$599,849,000 ten-month total. Schools contributed \$346,864,000 to the current total; government buildings the \$346,864,000 balance.

Southern highway contracts for the ten months total \$495,497,000, or about five per cent above the value of highway work registered in the comparable months of 1948. Highway contracts in the first ten months of 1948 amounted to \$385,970,000; in the first ten months of 1947, to \$340,065,000; in the comparable period of 1946, to \$306,586,000; and in ten months of 1945, to \$91,298,000. These figures shown are indicative of the steadily increasing funds being spent for the purpose.

Heavy engineering construction is the one category where a decline was registered in the elapsed months of the year. The total was \$303,789,000, or thirteen per cent down when compared with the value of similar work in the first ten months of 1948.

Government electric work totaling \$71,888,000 was the only component of the engineering field showing a gain. This was thirty-three per cent. The \$134,578,000 for dams, drainage, earthwork and airports was twenty-two per cent below its comparable figure last year. Sewer and water work with its \$97,323,000 total was a decrease of twenty per cent.

Publicly financed construction this year so far outweighs the private work by eleven per cent. Value of the public work is \$1,321,801,000, embracing the \$609,895,000 for public building, \$408,117,000 for highways and bridges and the \$303,789,000 for sewer and water works. Last year at this time, public work was valued at \$1,235,740,000; private work at \$1,014,972. The difference is eighteen per cent in favor of the public construction value.

Private building in October showed a valuation of \$75,258,000. A thirty-seven per cent drop from the figure for the preceding month, the current total includes \$42,461,000 for residential building including apartments and hotels, \$17,502,-

SOUTH'S CONSTRUCTION BY STATES

	October, 1949	Contracts Awarded	Contracts to be Awarded	Contracts Awarded	Contracts Awarded	Contracts Awarded
	First Ten Months	1949	First Ten Months	1948	First Ten Months	1948
Alabama	\$5,053,000	\$77,950,000	\$67,844,000	\$121,136,000		
Arkansas	2,653,000	26,965,000	61,725,000	68,641,000		
Dist. of Col.	2,572,000	61,712,000	54,667,000	36,412,000		
Florida	16,971,000	62,212,000	208,370,000	227,711,000		
Georgia	7,002,000	39,365,000	35,947,000	105,700,000		
Kentucky	3,163,000	19,292,000	81,430,000	53,821,000		
Louisiana	25,358,000	273,253,000	203,917,000	180,957,000		
Maryland	19,791,000	99,745,000	231,156,000	176,714,000		
Mississippi	5,724,000	38,680,000	96,539,000	61,491,000		
Missouri	6,294,000	17,634,000	83,994,000	98,860,000		
North Carolina	18,412,000	39,076,000	153,032,000	126,849,000		
Oklahoma	12,390,000	127,916,000	81,000,000	72,400,000		
South. Carolina	8,810,000	15,491,000	89,146,000	76,675,000		
Tennessee	4,982,000	37,898,000	195,638,000	167,955,000		
Texas	54,586,000	342,440,000	666,846,000	583,103,000		
Virginia	7,632,000	149,538,000	100,030,000	94,163,000		
West Virginia	1,905,000	12,730,000	18,000,000	61,895,000		
TOTAL	\$204,672,000	\$1,442,328,000	\$2,192,339,000	\$2,250,712,000		

CONSTRUCTION

000 for commercial structures, \$12,050,000 for assembly buildings (churches, theatres, auditoriums) and \$3,245,000 for office buildings.

While the residential total, the most important component in the private building field, is a drastic drop from its counterpart of the preceding month, it is more in line with the monthly average for such work in the South. Residential construction value was at its peak in September, which incidentally, was probably an all-time high for a single month. The low point for 1949 was in March, when the value was \$30,153,000.

Commercial building showed a large gain in October, with the \$17,502,000 representing not only a one hundred seventy-three per cent rise over the \$6,411,000 for September, but also the highest monthly value for such work this year. Ebb level for commercial building in the southern states occurred in April. The \$3,400,000 for that month, however, was just slightly lower than the \$3,484,000 for March.

Industrial contracts in October rose seven per cent, when compared with the total for industrial construction contracts in September. The October figure was \$27,775,000. Peak of industrial award values was registered in August, total \$86,411,000. Low position was April's \$11,693,000. Average of monthly totals so far this year is \$41,919,000.

The \$44,516,000 for public building was about one and one-quarter times below the \$101,820,000 of September, when important awards mushroomed the total to wartime proportions. Monthly totals for buildings in the public category this year so far have ranged from the peak in the ninth month down to October's low, the latter being slightly below the \$44,626,000 for March. The monthly average is \$49,931,000.

Highway construction has started its seasonal decline. The total for such contracts in October was \$32,137,000, or a drop of twenty-four per cent from the month before. Last year in the same month, the total of awards was \$37,916,000. The current year's monthly average up to this time is \$38,597,000.

Competition is keen for the available highway projects, which may be seen from the fact that contractors from five states bid on one Maryland project, where the bids ranged from \$284,252 to \$353,303. The two low proposals were but three hundred twenty dollars apart.

Engineering awards during October amounted to \$24,986,000, this a decrease of eleven per cent from the figure for the preceding month. Value of dams, drainage, earthwork and airports was \$9,400,000; of sewer and water work, \$8,528,000. Government electrical construction was valued at \$7,058,000, as compared with the \$7,865,000 for similar work in September.

Construction activity, particularly residential work, is a bolstering influence in the business picture. This is the opinion advanced by the Department of Commerce, which says economic activity in



\$480,000 CHURCH being built at Thomasville, N. C., M. W. Holmes, Archt.

September was at a slightly higher rate than in August, showing a better than average seasonal rise. September put in place value was \$1,900,000,000.

Industrial production in September was generally above that in the previous month by a small margin despite the reduced coal output. Strikes in the steel industry, however, forced the rate of steel production down from 85 per cent to about eight per cent.

One prominent contractor—C. B. Wigton—states that the recent steady downward trend in construction costs which started last winter has now run its course. He predicts that the next few months will see the first real period of relatively stable prices in the construction industry since the war. Any further fall in construction prices at present would be a reflection of the seasonal factor.

The steel strike, which began October 1 has caused just one company—United States Steel—a loss of production of almost two and one-quarter million tons of steel, which in turn has resulted in a further loss of ships of around one and one-half million tons of finished products to the public. This in the ordinary course of events means the construction industry would be affected.

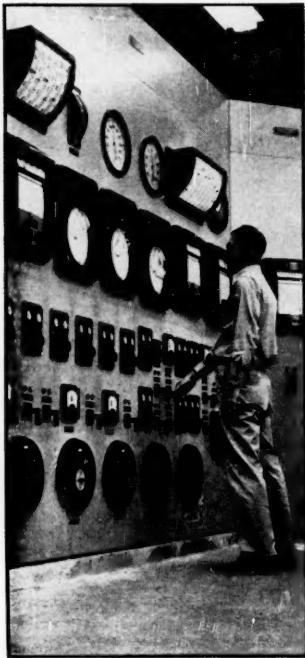
During the first nine months of this year, the latest period for which Commerce Department figures are available, the total value of new construction put in place was estimated at \$14,000,000,000, or one per cent more than the total for the same period of last year. While many types of private construction have dropped below the levels of a year ago, public construction has more than made up the difference, says the agency.

SOUTH'S CONSTRUCTION BY TYPES

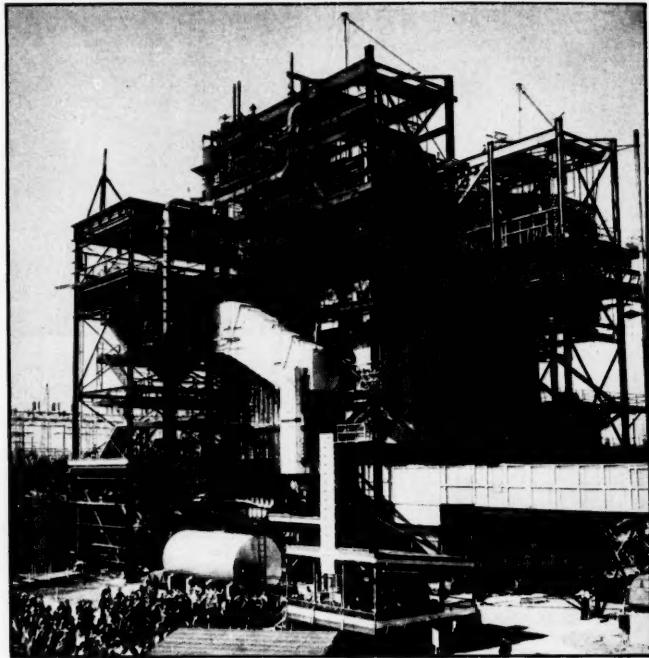
	October, 1949 Contracts Awarded	Contracts to be Awarded	Contracts Awarded First Ten Months 1949	Contracts Awarded First Ten Months 1948
PRIVATE BUILDING				
Assembly (Churches, Theatres, Auditoriums, Fraternal)	\$12,050,000	\$13,738,000	\$93,095,000	\$86,121,000
Commercial (Stores, Restaurants, Filling Stations, Garages)	17,502,000	6,139,000	78,857,000	93,824,000
Residential (Apartments, Hotels, Dwellings)	42,461,000	166,533,000	483,199,000	377,376,000
Office	3,245,000	9,300,000	96,189,000	32,528,000
	\$75,258,000	\$195,612,000	\$751,340,000	\$599,849,000
INDUSTRIAL	\$27,775,000	\$ 73,467,000	\$419,199,000	\$415,123,000
PUBLIC BUILDING				
City, County, State, Federal and Hospitals	\$17,257,000	\$ 96,771,000	\$346,861,000	\$206,387,000
Schools	27,559,000	229,291,000	363,031,000	292,925,000
	\$44,816,000	\$326,062,000	\$609,895,000	\$499,312,000
ENGINEERING				
Dams, Drainage, Earthwork, Airports	\$ 9,400,000	\$600,187,000	\$134,578,000	\$173,834,000
Federal, County, Municipal Electric	7,058,000	43,451,000	71,888,000	53,824,000
Sewers and Waterworks	8,328,000	73,325,000	97,323,000	122,800,000
	\$24,886,000	\$716,963,000	\$303,789,000	\$359,458,000
ROADS, STREETS AND BRIDGES	\$32,137,000	\$130,224,000	\$408,117,000	\$385,970,000
TOTAL	\$204,672,000	\$1,442,328,000	\$2,492,339,000	\$2,250,712,000

INDUSTRIAL EXPANSION

Carolina P. & L. Opens Lumberton Plant

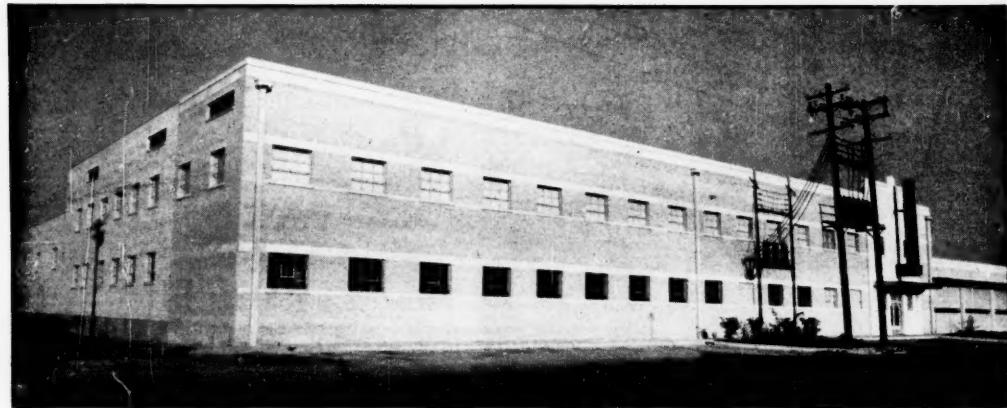


CONTROL ROOM to keep watch over new steam generating plant.



CAROLINA POWER AND LIGHT'S new steam generating plant at Lumberton, N. C. 120,000 h. p. plant finished three months ahead of schedule.

Electric Supply Plant For Westinghouse



WESTINGHOUSE ELECTRIC Supply Company now occupies this recently completed two story, 70,000 square foot office building and warehouse, built of brick and ceramic tile, on the south leg of the Central Expressway in Dallas, Texas.

INDUSTRIAL EXPANSION

Link Belt Opens New Plant At Houston



LINK-BELT CO. recently opened its new Houston Plant adding 45,000 square feet to serve the rapidly expanding industries of the Southwest either direct or through its many distributors in Texas, Oklahoma, Arkansas, and Louisiana.

New T & P Freight Terminal At Dallas



NEW TEXAS AND PACIFIC Railroad freight terminal in Dallas covers 38 acres of land with 30,500 square feet of freight handling space. Two tracks serve the inbound warehouse shown above which has an area of 36,400 square feet.

SOUTHERNERS AT WORK

L and N Appoints R. E. Bisha General Industrial Agent

Louisville & Nashville Railroad recently appointed Raymond E. Bisha general industrial agent, with headquarters at Louisville, Kentucky. As a result of the promotion, Mr. Bisha will be in charge of all industrial development activities on the railroad.



Raymond E. Bisha

A native of Belleville, Illinois, Mr. Bisha has been with the railroad since June, 1929, when he was employed in the stationery department. He transferred to the industrial and agricultural development department in February 1940 as stenographer, with appointment to industrial agent in August, 1941.

Ecusta Paper Names Straus Chairman of the Board

Ecusta Paper Corporation of Pisgah Forest, North Carolina, recently announced the election of Mr. Harry H. Straus to the office of chairman of the Board of Directors. General Lucius D. Clay, retired from the U. S. Army, was promoted to the office of President.

Hugh M. Comer Honored By Textile Square Club

Mr. Hugh M. Comer, president of Avondale Mills, recently received high tribute from industry leaders for the honorary title of the "Greatest Ambassador of the Textile Industry" by the Textile Square Club.

Featured guest speakers were Hon. John Sparkman, U. S. Senator from Alabama; Major General Herman Feldman, the quartermaster general, and S. L. Ha-

gan of M. Lowenstein & Sons, Inc. Mr. Comer paid tribute to the Textile Square Club and its free summer camp program and made an appeal that donations be directed toward this work.

New Orleans Port Commissioners Names Col. Marcel Garsaud

Col. Marcel Garsaud, civil engineer and former general manager of the Port, has been appointed director of industrial facilities by the Board of Port Commissioners of New Orleans.

Col. Garsaud was general manager of the Board of Commissioners from 1926 to 1929 and again from 1940 to 1942.

Prior to his first term as general manager, he was chief engineer for the Orleans Levee Board. He prepared the original plans for lake-front development. He acted as a consulting engineer from 1929-1940. In 1942 he entered active duty with the Army Transportation Corps, organizing the first Transportation Zone in the northeast states. He was director of the Dade County Port Authority at Miami, Florida, from 1945 to 1948. Col. Garsaud is a graduate of Tulane University, 1903, in civil engineering.

Louisville Chamber Post To Dr. Kenneth P. Vinsel

Dr. Kenneth P. Vinsel, executive director of the Louisville Area Development Association since 1943, has recently been named chief staff executive of the newly formed Louisville Chamber of Commerce.

Mr. Vinsel will hold the post of executive vice-president when the Louisville Chamber, formed by the merger of four organizations, officially begins to function on January 1 of next year. The four affiliating groups are the L. A. D. A., the Louisville Board of Trade, the Retail Merchants Association and the Louisville Convention Bureau.

In addition to Vinsel, present officials of the four organizations who would be members of the Louisville C. of C. staff include W. E. Morrow, Louisville Board of Trade; Marcus Greer, Retail Merchants Association, and W. F. Meredith, Louisville Convention Bureau.

"Dixie Business" Names Kurth "1949 South's Man of the Year"

Ernest L. Kurth, a past President of the Southern Pine Association, and industrial leader of Keltys, Texas, has recently been elected "1949 South's Man of the Year" by *Dixie Business* Magazine of Atlanta, Georgia.

Mr. Kurth is President of the Angelina County Lumber Company, Keltys, and President of the Southland Paper Mills, Inc., Lufkin, Texas, and is recognized as

one of the leading citizens of the Lone Star state.

Among the fifty candidates who were running for the honor of the South's man of the year, Mr. Kurth was the only lumberman. The election was determined by votes and his host of friends in the lumber industry gave him excellent support, as judged by the result.

Luther Draffen To Head West Kentucky Development Assn.

Luther Draffen, Calvert City business leader has recently been elected head of the newly-organized West Kentucky Development Association.

Primary function of the Association is to attract industry to Western Kentucky and to boost that section industrially in the same way the Kentucky Lake Association has operated to promote the tourist business.

Mr. Draffen, a state chamber director, is credited with spearheading the movement that resulted in the construction of Kentucky Dam.

O'Neal Steel Names Roberts To Tennessee Salesmanager Post

James Bryson Roberts, "dean of Southern steel warehousemen," has recently been appointed Tennessee salesmanager of O'Neal Steel Company of Birmingham,



James B. Roberts

according to a statement issued by Kirkman O'Neal, president.

Mr. Roberts has traveled most of the South selling steel during his 39 years in the business. He will maintain his headquarters in Chattanooga.

Plans for expanding O'Neal's activities in Tennessee will be under the leadership of Mr. Roberts.

T & P Railway Head To Speak Before Jackson, Miss. Chamber

W. G. Vollmer, president of the Texas and Pacific Railway Co., will speak at the annual membership meeting of the Jackson Chamber of Commerce on November 15, according to President J. W. Campbell.

Mr. Vollmer, one of the recognized business leaders of the South, is regarded as a forceful speaker on subjects of interest to civic organizations. His subject for the Jackson Chamber meeting will be "The Land of Freedom and Opportunity."

The annual Chamber membership meeting is the largest single gathering of Jackson business and professional people held each year. All Chamber of Commerce members are eligible to attend. The meeting will be held in the Victory Room of the Heidelberg Hotel.

Frisco Names J. K. Beshears, R. C. Grayson to New Posts

J. K. Beshears, former safety supervisor for the Frisco Railway at Springfield, Missouri, has been promoted to terminal trainmaster at Birmingham, Alabama, to succeed R. C. Grayson. Mr. Beshears has been with the Frisco since 1936 when he began work as a brakeman. He was promoted to conductor in 1943, and became a safety supervisor on August 1, 1948, with headquarters at Tulsa, Oklahoma, and was transferred to Springfield in November of that year. He is a native of Newburg, Missouri.

Mr. Grayson will become assistant superintendent of the Alabama, Tennessee and Northern Railroad, a subsidiary of the Frisco, with headquarters at York, Ala. He has been terminal trainmaster at Birmingham since June 1, 1948. He joined the Frisco in May 1941 as a brakeman, and in 1943 was promoted to conductor, and two years later was promoted to dispatcher.

Seaboard Names Murphey Passenger Ticket Agent

Seaboard Air Line Railroad Company of Savannah, Georgia, recently announced the appointment of Mr. J. H. Murphey as passenger and ticket agent at Brunswick, Georgia, with office located in the Oglethorpe Hotel. Telephone 365.

B & O Names W. R. Galloway, Jr. To Transportation Post, Baltimore

Wilbur R. Galloway, Jr., has been appointed general superintendent transportation at Baltimore to succeed Mr. Paul K. Partee who was appointed general manager of the New York Terminal Region of the Baltimore and Ohio Railroad.

Mr. Galloway entered B & O service as a machinist apprentice in Baltimore in

1923, and became machinist in 1927. He was appointed special representative to the general manager of the Eastern Lines in 1929, assistant trainmaster at Pittsburgh in 1935, and trainmaster in 1935. In



Wilbur R. Galloway, Jr.

1941, he became a superintendent on the Alton Railroad, then controlled by the B & O. He was appointed superintendent of the B & O CT Railroad at Chicago in 1943 and assistant general superintendent transportation in 1946.

Mr. Partee entered B & O service in 1914 as clerk at Chillicothe, Ohio.

Jackson, Miss., Chamber Elects New Officers



Z. T. Hederman

Dr. C. R. Bowman

L. F. Noble

Dr. Charles R. Bowman, president of the Jackson Coca-Cola Bottling Co., has been named president of the Jackson Chamber of Commerce for 1950. Dr. Bowman brings to the Chamber presidency a unique understanding of both the business and professional aspects of community life and civic endeavor. He was formerly a practicing physician and served as a medical officer in the Navy during the war. He moved to Jackson several years ago to become president of the Coca-Cola Bottling Co., and has been recognized

by a number of organizations as a leader and worker.

Zach T. Hederman of Hederman Bros. will be vice-president of the organization next year and Lamar F. Noble of Brooks-Noble Auto Parts and Machine Co., will serve as treasurer. Mr. Hederman served the Chamber during the past year as treasurer and chairman of the Membership Committee and Mr. Noble was chairman of the Chamber Wholesale Committee and Back-Scratch Committee in 1948.

NEW PRODUCTS

Portable Hand Tool

Manco Mfg. Co., Bradley, Ill.—Portable hydraulic "Guillotine" with shear-type cutting blade is said to be the only portable hand tool ever developed capable of cutting both wire rope up to $1\frac{1}{4}$ " and mild steel rod.



Hydraulic "Guillotine"

up to $3\frac{1}{2}$ ". This same tool can also be obtained with special centercut blades for rod only, which will cut $3\frac{1}{2}$ " reinforcing and 1" mild steel.

The Guillotine operates by hand pumping, using the operator's weight not strength to make the cut.

Small Machine Vise

South Bend Lathe Works, 324 E. Madison St., South Bend 22, Ind.—Newly designed small swivel vise for holding work on snappers, milling machines, drill presses and other machine tools. The vise jaws have replaceable hardened steel inserts 4" wide and 1" deep. Maximum jaw opening is 4". The base has two open slots spaced $7\frac{1}{2}$ " apart for bolting vise to machine table. The vise swivels on the base and has 180° of graduation, reading from 0 to 90° right or left.

Snow Plow

The Frank G. Hough Co., 742 A Sunny-side Ave., Libertyville, Ill.—Four wheel drive tractor snow plow complete with both "V" reversible blade types. Features of the big machine that make it particularly efficient for snow plowing are: 75 h. p. gasoline or diesel power driving all four wheels; large pneumatic earthmover tires for tremendous traction; instant, precise and powerful hydraulic power control of raising and lowering of the plow; and four speeds in each direction up to 21 miles per hour.

Industrial Wheels

Republic Mfg. Co., Pawtucket, Rhode Island—Hermoid industrial wheels designed specifically for industrial service are made of tough light-weight aluminum alloy and are precision balanced. They have heavy duty oversize ball-bearings and have a gun-type fitting with direct channel to large grease reservoir. Built-in grease seals prevent leakage.

Filter Mask

The Goggle Parts Co., 1468 W. Ninth St., Cleveland 13, Ohio—Flex-a-Foam Filter mask for protection against non-toxic nuisance dusts is said to be so light, comfortable and smartly-styled that workers welcome and wear it.

The mask weighs only one ounce, and is

extremely simple in construction, consisting of only four interlocking parts. The filter is a honeycomb construction of whipped foam latex ventilated by hundreds of tiny interconnecting cells that allow the passage of air but keep out non-toxic nuisance dusts as small as 1/25000 of an inch.

Volume Pump

Iron Fireman Mfg. Co., Portland 1, Oregon—Volume pump, which is submerged in the oil reservoir of its industrial oil burners to meter fuel to the rotary atomizing cup. The company claims by this means the oil burner will burn any oil, and will burn oil from Number 1 to Number 6 or the Canadian Bunker Q oil without manual adjustment. Called the Iron Fireman Oil Volumeter, the pump is said to require no feed valve, adjustable port or viscosity compensating device, because the amount of oil fed to the burner is determined by the movement of pistons in multiple cylinders.

Wool Card

Newport News Shipbuilding & Dry Dock Co., Newport News, Va.—Wool card, a three card set consisting of a breaker card, intermediate card and finisher card. The machine is equipped with a wide range of speed adjustments at all points, thus enabling it to accommodate all types of materials and make roving from the coarse to the finest counts.

An outstanding feature claimed for the card is the low overall height for unobstructed vision over the machine and ready removal of workers and strippers. The company states the machine will produce a greater yield through minimum loss of stock.

Machine Sprayer

Samuel & Hirschberg, 204 Valentine St., Hackettstown, N. J.—Power Machine Sprayer, which is built for portable use, having a wide range of use in city parks, orchards, country estates, cemeteries, truck gardens, golf courses, and barns. The manufacturer states the machine can be used for mosquito control, spraying concrete and a host of other uses; handles with equal force and effectiveness, all materials, including paint and dyes, whitewash, coldwater paints, and similar preparations may also be used with great efficiency.

Plug Valve

The Duriron Co., Inc., 17 E. 42nd St., New York 17, N. Y.—Duro type A valve, a top lubricated plug valve for general chemical service at medium pressures. It is said to combine bodies of corrosion resisting ductile alloys with hard corrosion resisting plugs.

The plug is of composite design, the lower part in the corrosive service being of hard alloys such as Duriron and Durichlor, and the shank of stainless steel. The company states the hard plug with an unbreakable plug shank gives positive mechanical operation.

Combustion Safeguard

The Wheeleo Instruments Co., 847 W. Harrison St., Chicago, Ill.—1300 series Flame-control combustion safeguard for industrial and commercial fuel fired furnaces, ovens, boilers, kilns and other heating equipment. The company reports it is capable of detecting the presence or absence of a gas or oil flame of any type or burner eliminating the need for other specially designed equipment.

The Flame-control provides a complete self-checking cycle of operation from safe-start to safe-shut-off for any type of gas or oil fired heating equipment, according to the maker.

Plasticizer

Tennessee Eastman Corp., Kingsport, Tenn.—Low-color diocetyl phthalate, both a

plastic and an electrical grade, having a maximum APHA color rating of 50. Color ratings are ordinarily in the order of 100 for non-electrical use and 150 for electrical purposes.

The United States and Canadian users who use vinyl compounds in preparing lacquers and coatings, and plastic films and sheeting will be the first to be benefited by this new development.

Whiteprinter

The Charles Bruning Co., 4754 Montrose Ave., Chicago 41, Ill.—Model 50 Bruning Whiteprinter is said to provide quick, efficient way to make reproductions of anything drawn, typed, printed, or written. It is designed to fit the requirements of users who need a compact Whiteprinter capable of producing up to 10,000 square feet of BW prints during an ordinary working day.

The Model 50 operates at variable speeds up to 1000 prints per minute. Prints are delivered flat and dry, ready for instant use, neatly stacked in a convenient receiving tray on the front of the machine.

Gear Head Motors

Robbins & Myers Inc., Springfield, Ohio—Line of gear head motors featuring a complete range of countershaft speeds for the powering of all types of electrically activated devices.

The motors are available for single and double reduction requirements in ratings from 1/200 to 1/3 h. p., in reduction ratios from 6:1 to 900:1, and in output torques from 1 inch-pound to 500 inch-pounds. They are supplied for special and general duty requirements in all basic motor types.

Hot'N Cold Glove

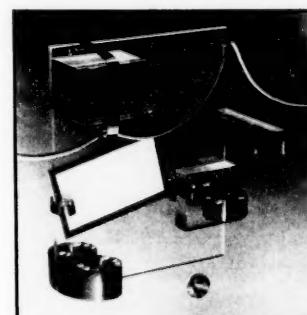
The Pioneer Rubber Co., Willard, Ohio—Heat and cold resistant glove for industrial use, named the "Hot'N Cold" glove, has been developed for use where a liquid-tight glove with resistance to extremely hot and cold temperatures is required.

Of red neoprene, the gloves have curved fingers and wrist-length gauntlets. The insulating lining is made up of several layers of wool fleece. Tests of the gloves proved them useable in temperatures as high as 314 degrees F., and as low as 85 degrees below zero.

Coil-Type Clamp

Hunter Spring Co., Lansdale, Pa.—Coil type clamp, trade named the "neg'ator clamp," for maintenance, production, laboratory and display use throughout industry.

The clamp offers to clamp or vise users for the first time a means of knowing



"Neg'ator Clamp"

at all times the pressures with which workpieces are held together—and of selecting that pressure, according to the company. Currently available standard sizes cover a range of clamping pressures from 2 oz. to 20 lb. in 8 increments. In breadth they range from $\frac{1}{4}$ in. to 2 in. Special pressures and sizes are available upon a development basis.

Rubber Cement

The Flintkote Co., Industrial Products Division, 30 Rockefeller Plaza, New York 20, N. Y.—Flintkote No. 974 Rubber Cement said to be especially adapted for use with impervious surface materials and to applications requiring high bonding strength.

The cement is supplied in a viscosity of 1,200-1,600 cps at 77 degrees F. and is recommended for bonding all of the following, in any combination: wood, canvas, aluminum, glass, phenolics, rubber, steel and saturated felt. Technical data is available from the manufacturer.

Portable Ventilators

Mine Safety Appliances Co., Pittsburgh 8, Pa.—Portable ventilators said to provide both ventilating and cooling air, and are so compact and lightweight that they can be wheeled from place to place on the job. Air is conveyed to the desired point through a 14-inch diameter, 16-foot long canvas duct.

The compact, clean, the ventilators are ideal for cooling and ventilating tunnels, manholes, ship holds, engine rooms, storage tanks, airplanes and refrigerator cars.

Drilling Machine

Cheereman Machine Tool Co., Green Bay, Wis.—Layout drilling machine for drilling, boring, tapping, reaming, milling and similar operations. It is especially applicable to tool and plastic, rubber or metal casting molds, and to blanking, punching, forming and drawing dies within its designated limits.

The machine has a combination boring and drilling spindle with No. 4 Morse Taper with lifetime lubrication. Preloaded ball bearings are used at the top, with an upper steady bearing and a coupling type connection between the spindle shaft and the spindle in the top of the quill.

Material Handling Truck

The Kalamazoo Mfg. Co., Kalamazoo, Mich.—Kal-Truk, designed to accommodate two different types of material handling bodies, a three speed forward and reverse, heavy duty truck built like a tractor, for material handling in the construction and industrial fields. The truck equipped with its 2 1/2 ton capacity dump body, provides for greater ease in loading and unloading; the platform body has a tilting feature which facilitates quicker removal of load.

Steelworker

The Webb Corp., Webb City, Mo.—Steelworker, a combination punch, shear and copper for use in structural shops, maintenance shops and other plants who regularly have punching and shearing work to do. The entire unit is of uni-steel construction with steel plate accurately fitted together and machined throughout.

At one end of the steelworker the user can operate the punch on the opposite end of the machine a section cutter for the cutting of angles, T's, Z's either straight cut or miter cut and also the straight cutting of round and square bars can be accomplished. In addition, either a coping or notching attachment can be provided for the coping of I beams and channels or the notching of angles.

Wood Bonding Machine

Pan-American Electronics, Inc., 5816 So. Santa Fe Ave., Los Angeles 11, Calif.—Portable electronic high frequency wood bonding machine said to reduce the time consumed in wood fabrication operations by as much as 70 per cent. Known as the RI-A model, the company claims it is one of the most efficient on the market; completely cured permanent bonds are produced within a few seconds, resulting in considerably lowered labor costs in woodworking operations; nails, clamps and other fastening devices can be eliminated.

Clutch Facing

Johns-Manville, New York, N. Y.—"S. W." (spiral wound) clutch facing, developed by

NEW PRODUCTS

the Johns-Manville Research Laboratory, is made of asbestos-metallic yarns and is the product of new manufacturing techniques which make it possible to match the specific clutch action of any clutch design.

The facing is claimed to withstand variations in torque under a wide range of temperature and load conditions, minimum chatter in all engagements, forward or reverse, and improved "cushion" clutch action in service.

Sheet Feeding Table

LYON-Raymond Corp., 16756 Madison St., Greene, N. Y.—Air operated Hydraulic Pump said to eliminate manual operation of the LYON-Raymond Hydraulic Elevating Sheet Feeding Table.

Loads of steel strips or sheets up to 6000 pounds can be elevated by the operation of a foot pedal. The table also has a tilt top arrangement for use with inclined bed presses.

Knock-Out Punches

Blackhawk Mfg. Co., Milwaukee, Wisconsin—Hollow-type hydraulic ram of 10 ton capacity for Blackhawk's remotely controlled Porto-Power hydraulic unit. The ram, model RC-196, connects to the standard Porto-Power P-76 pump and Z-913 hose for operation of all new and existing knock-out punches in the field, according to the manufacturer.

The company claims that with their new development, truer and more uniform holes will be realized with convenience, ease, and no sudden breakthroughs for the operator.

Printed Tape

Topflight Tape, York, Pa.—The Topflight experimental staff has come up with two new tape constructions in one year.

Having recently announced the perfection of Topflex Junior, a new line of Topflight items, technicians in the York company's laboratories now have Topflex Junior, one of the divergent lines explored after Topflex was perfected.

Topflex Junior is much more than any printed single-ply cellulose tape ever marketed. It has been developed to some of the qualities of the more expensive and higher quality tapes that Topflight produces, but at a medium price.

Inquiries as to printed tape needs are welcomed, and the Topflight Tape best suited to the need will be recommended.

Jet Blow Torch

Fusion Engineering, 4504 Superior Ave., Cleveland 3, Ohio—Super Jet blow torch in tablet form, for blowpipe analysis, soldering, brazing, glass blowing and many other applications where a clean, hot flame is needed. The company claims the torch melts Pyrex glass in a few seconds; long flexible tube permits the torch to be held in any position in any position. The super flame is useful for any small soldering job, for brazing silver and for soldering aluminum. Ten minutes of intense heat are received from each tablet.

Portable Vacuum Cleaner

Breuer Electric Mfg. Co., 5100 Ravenswood Ave., Chicago 40, Ill.—The portable portable vacuum cleaner, slung over the shoulder to leave both hands free, is said to have a strong, steady, powerful suction which makes it especially suited for quick, thorough cleaning in close, confined places, in stock bins and storage shelves, under machinery and work benches, on overhead pipes and stairways.

Standard equipment consists of the cleaner, a woven shoulder strap, a flexible motor with a foot of flexible, non-covered rubber hose, a flat fibre nozzle, an aluminum cleaning nozzle, soft hair brush, a dustproof bag, and a special molded rubber nozzle to be attached to make the cleaner a powerful blower when need arises.

Aluminum Welding Gun

Battelle Institute, Columbus, Ohio—Air Reduction Sales Co. in cooperation with Battelle's laboratories has developed an aluminum welding gun that incorporates a filler



Aluminum Welding Gun

metal, fed by a spool device, and the use of argon or helium both fed through the gun.

Through the use of argon or helium the outside air is kept from the molten aluminum eliminating the need for fluxes, electrode coatings and slag removal.

Pallet Boxes

Far-Well Corp., Pickwith & Richmond Sts., Phila. 34, Pa.—Return-O-Tainer, designed and built for intra-plant shipment of semi-processed and finished parts, castings, forgings and stampings. These pallet boxes are also used for short or long distance transportation of bulk products such as foodstuffs, fruits, vegetables, etc. They are made of steel, completed, welded and have corrugated metal sides, ends and bottom, specially formed for strength of legs.

Electrical Tape

Minnesota Mining & Mfg. Co., St. Paul 6, Minn.—Electrical tape said to stand temperatures up to 300 degrees F. is designed for use where high heat conditions are normal. The tape, "Scotch" brand electrical tape No. 27, is used alone, without other insulating materials. It has a glass cloth backing that is fireproof, and a thermosetting adhesive that



"Scotch" Tape No. 27

sets at 250 degrees F. in one hour. The cloth is unaffected by moisture, will not shrink, stretch or rot, and has a tensile strength of 150 pounds per inch of width, according to the manufacturer.

NEW PRODUCTS

Paint Roller

Schaefer Self-Feeding Paint Roller Co., Inglewood, Calif.—Self-feeding paint roller said to be engineered for easier operation and less painting fatigue. The company claims new bearing surfaces provide easier rolling action; coverage can be completed on smooth



Self-feeding Paint Roller

surfaces as much as four times faster; an exclusive snap-on device allows rapid mounting and dismounting.

The large smooth push button built into the handle responds to sensitive finger touch control instantly to regulate paint flow. The control tube is of stainless steel designed for greater strength and lighter weight.

Flame-Otrol Safeguard

The Wheelco Instruments Co., 817 W. Harrison St., Chicago 13, Illinois, Flame-Otrol Combustion Safeguard for industrial and commercial fuel fired furnaces, ovens, boilers, kilns and other heating equipment. The Flame-otrol uses the flame itself as the "Electronic Link" in a simple electronic circuit to provide instantaneous switching action. The company claims it is capable of detecting the presence or absence of a gas or oil flame of any type of burner eliminating the need for costly, specially designed equipment.

Electric Motor

Reuland Electric Co., Alhambra, California—Electric motor is available in many sizes with the Fluid-Shaft motor and featuring a single frame, integral designed motor and fluid-drive coupling.

This motor utilizes regular Reuland Electric motor frames and end bells, and is said by the company to absorb all starting and operating shocks through the cushion of oil.

Storage Tray

Andrew Technical Service, Chicago, Ill.—Plastic small parts storage trays complete with steel shelves or smaller numbers of the plastic trays in two sizes are designed to fit standard industrial shelving are available, the company announced. The trays, with four removable partitions and built-in index card slots, are made of transparent Polystyrene. The two different sizes of trays measure 11 1/2" by 2 2/3" inches and 11 1/2" by 3 1/2" inches, respectively and blank index card that also fit behind each partition are included.

Welder Contactor

Square D Co., Industrial Controller Division, Milwaukee 12, Wis.—Ampore Welder contactor, designed to fill the need for a rugged contactor with long life and high speed operation for small spot welding machines up to 10 KVA, 220 volts on 20 KVA at 400 volts.

High rupturing capacity is assured by two double break contacts connected in series, giving a total of four breaks. Heavy copper bus straps allow large welder cables to be easily connected and are conveniently located for accessibility. The company states silver contacts provide exceptionally long life and never require cleaning or dressing.

Steel Shelving

Equipto, Division of Aurora Equipment Co., Aurora, Ill.—Line of iron-grip steel shelving designed to carry maximum weight loads are available in open and closed shelving, part bins, and counters.

The company reports that a special iron-grip stud saves 60 per cent of assembly time. The stud slips into a hole in the shelf and into a keyhole in the upright. The shelf is pressed down and the assembly is complete. No nuts, bolts, or tools are needed for shelf or divider adjustment.

Thermofolder

Taber Instrument Corp., 127 Goundry St., N. Tonawanda, N. Y.—Thermofolder, model 103-5, is a high speed, high pressure, vulcanized fibre and other thermoplastic sheet materials redesigned to meet a wider range of folding requirements. The company claims the model 103-5 can now be used for producing a folded angle varying from a 60 degree open fold to a 180 degree tight fold on materials .005 in. to .20 in. thickness.

In addition, a new laminated melamine plastic folder, model 103-6, is designed and is equipped with an adjustable gauge for gauging the folding operation at the front of the heated folding blade as well as against the rear gauge.

Marking Machine

Acromark Co., Elizabeth, N. J.—Brake block machine used to put trade marks and catalog numbers on "asbestos-rock" brake block. Due to hardness of the material, a press delivering 16,000 p.s.i. was developed.

The air press works from a standard 80 p.s.i. line and the heat needed for the electric marking die can be supplied by any light outlet. The press is controlled by a foot valve and is known as the Acromark No. 37.

Superfinisher

Gisholt Machine Co., Madison, Wisconsin—Two-station machine for brake drum work. Automotive type brake drums come to the machine turned to a surface roughness of about 150 Micro Inches, RMS and are superfinished down to 30-40 Micro Inches RMS.

With one operator the total production is said to be over 6 brake drums per minute.

Sprayer

Institute of Inventive Research, San Antonio, Texas—Hand spray gun with wide industrial applications, said to automatically mix and spray liquid chemicals by pulling a trigger when applied to a garden hose.

The sprayer consists of aluminum and stainless steel and is ideal for the use of expensive detergents in washing autos and trucks, and for crop spraying and irrigation according to the maker. The gun's magazine holds half a pint of concentrate which is fed into a separate stream of water in any desired proportions by an automatic hydraulic piston.

Portable Elevating Table

Hamilton Tool Co., Hamilton, Ohio—Portelevator, a portable elevating table with four post support and three table surfaces, which is used for lifting and transporting heavy tools and materials, announces a roller conveyor top for use in the movement of extra heavy loads to and from the table.

The Portelevator features the mechanical lift principal which locks the table automatically at whatever height stopped, and a table that is easily accessible from all sides.

Wiping Cloth

Ritterbaum Brothers, Inc., Atlanta, Ga.—A plastic-bound nonwoven wiping cloth for home and industrial use is claimed by the manufacturer to be lint-free. The product has been named "Nun-Lint" Polishing, Wiping and Dusting Cloth.

The cloth is made of cotton, bound in plastic and can be used and reused by rinsing in soapy water and hanging to dry, the manufacturer claims.

Drilling and Tapping Machine

Kaukauna Machine Corp., Kaukauna, Wisconsin—Heavy duty full-universal drilling machine provides 97 inch radial reach with the spindle in the vertical position. It is said to be capable of performing all radial, horizontal, or angular operations such as drilling, tapping, boring, spot facing or reaming on a production basis.

The machine can be supplied for a stationary fixed location or for use as a fully portable unit with stabilizing spreader arms, leveling jacks and lifting ball.

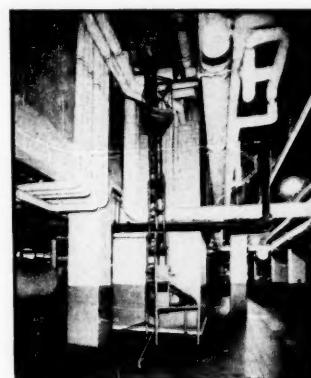
Metal Marking Typewriter

Cadillac Stamp Co., Detroit, Michigan, Dept. IN-14—The Automark Electric Metal Marking Typewriter, used for stamping metal, wood, leather, and plastic, etc., can be adjusted for marking steel up to $1\frac{1}{2}$ inch thick while the metal is still soft.

The electric metal typewriter has an automatic feed with the letter wheel changeable according to the type size desirable (interchangeable from 1/32 inch to $1\frac{1}{4}$ inch.)

Scaffold

Atlas Industrial Corp., 849 39th St., Brooklyn 32, N. Y.—Electrically operated extension scaffold allowing workmen to reach a height up to 26 feet. The scaffold is easy to handle;



Electrical Extension Scaffold

roller bearing swivel casters on all four legs make it easy to maneuver in tight places; it may be extended to any desired height, and the welded steel safety rail is stored within U frame, making the scaffold a very compact unit. Full information is available by writing to the company listed above.



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BELL TELEPHONE SYSTEM

Candy Bar For Cattle

From a sugar cane by-product comes a new, money-saving beef-dairy cattle feed concentrate.

DESPITE year-round pastures and a mild climate, the South imports mountainous piles of feed each year to sustain the expanding beef and dairy cattle industry. Last year, for instance, Louisiana paid out almost \$50 million for feed, mostly corn and mostly from out of the state. In an effort to correct this situation, Douglas Warriner of Warriner Products Co., St. Francisville, La., set about to develop a concentrate feed from blackstrap molasses. Cumbersome and problematic, blackstrap, a by-product of sugar cane refining, had long been used in cattle feed in its liquid form, as a "conditioner."

"Molasses collapse started it," stated Mr. Warriner, president of the South's largest wartime supplier of dehydrated sweet potatoes, "and the failure of corn prices to drop quite as far as expected was another factor."

Raw Materials—Blackstrap is what's left after the extraction of sugar syrup and molasses from cane. It contains plenty of natural sugars, but no crystalline sucrose, and it is not edible by humans. For every ton of cane about 6½ gallons of the sticky substance is produced. Cuba's recent bumper crop of cane, now in process, is expected to yield 325 million gallons of blackstrap. Alcohol production took much of the by-product in the past, and the price at one time was as much as 35 cents a gallon, but now as alcohol from petroleum provides ever stiffer competition, the price has sagged from 20 cents last year to 5½ cents now, and is expected to go even lower.

Objections to the Old—When sprinkled on the poorest hay, blackstrap gives Bossie the impression that she's in clover. And to the farmer it gives her "bloom" and conditions her to utilize other parts of her diet more efficiently to gain weight. Although from 50 to 100 million gallons have been consumed annually in recent years, farmers do not like it, for in winter the drums had to be heated to get it to flow, and in the summer it moulded quickly and drew flies. By mixing blackstrap with ground cotton seed hulls, which have a small food value of their own, and which cost only \$8 a ton at the oil mills, Mr. Warriner found that through dehydration he had a recipe for a candy bar for cows.

Advantages of the New—The new product not only eliminates the 27% dead shipping weight of the water, but also enables the farmer to dump the feed out of the sack as he would conventional feeds. It can be stored indefinitely and is almost as nutritious as corn with a price tag 40% of that of corn, and in addition won't draw flies. The new feed also has a carbohydrate content (known in the feed trade as NFE, or nitrogen fixing element) of 62.1%, compared to 69.3% for No. 2 shell corn, the leading feed concen-

trate. The protein and fat content are slightly lower, too, but it is figured to be 85% of the food value of corn at only 60% of the price, which in dollars and cents amounts to \$45 a ton, compared to \$78 for No. 2 corn. This is considerable since the average cow consumes about 12 pounds of concentrate feeds a day in winter and from 9 to 10 pounds in summer, Mr. Warriner states.

The fact that the feed is low in protein content rules it out as a supplier of all a cow's concentrate requirements, but it is suggested that it can be used for

about 25% of daily requirements based on the results of testing 660 registered Aberdeen-Angus cows in St. Francisville, La.

Production—Production plans call for about 1,000 tons a day with initial distribution limited to Louisiana and Mississippi.

Like most dehydrated products, the new feed is not patentable for, "anyone who is willing to undergo the same headaches we had learning to make the stuff is welcome to compete with us," says Mr. Warriner.

Roadbed Cleaner Lowers Rail Upkeep Cost

ALONG stride toward complete mechanization of the major phases of railway track surfacing operations has been accomplished by Pullman-Standard Car Manufacturing Co. by the addition of a power ballast cleaner to its line of power operated track maintenance machines already in use by many railroads.

The Pullman-Standard ballast cleaner is a light, mobile unit with which a single operator and two or three laborers can clean approximately 800 feet of track ballast an hour, on both sides, without fouling adjacent tracks.

Operation—The ballast is carried up in bucket elevators. Fouled ballast is passed over a vibrating screen for cleaning, and then divided and returned to the roadbed through chutes above each rail. Dirt and other screenings are discharged onto a pivoted belt conveyor for disposal beyond the track shoulder.

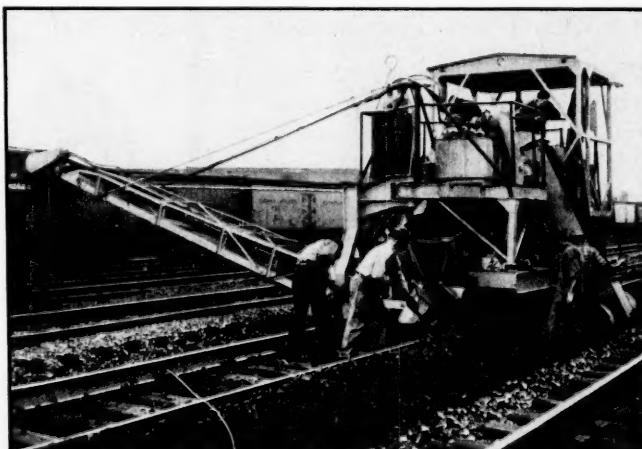
This brings to three the Pullman-Standard machines available to the railroads for providing greater efficiencies in their track maintenance operations. These machines are the cribber for removing the fouled ballast from the space between the ties; the cleaner described

above; and the ballast tamper for mechanically forcing the ballast under the ties uniformly to support the track.

Cribber—The first step in ballast removal is skeletonizing the crib, always a slow and expensive job with conventional hand methods. The Pullman-Standard power track cribber has picks that first loosen the ballast, then digger bars remove it; profiles are automatically sloped for proper drainage; and all the cribs are uniform. When this cribber goes to work, the number of cribs it will skeletonize per day can be measured in rail lengths compared with track feet by ordinary methods.

Track Ballaster—One man, with a Pullman-Standard power track ballaster can tamp from 450 to 500 track feet per hour, compared with 500 to 600 track feet per day with 12 power operated hand tools. And the results are better and far more uniform than are possible with any other means of tamping.

Savings—A power track ballaster in use by one large Eastern line averaged 3200 track feet per day at a cost of \$380 per mile compared to \$1214 per mile and 1000 track feet per day for a 28-man gang with 12 pneumatic tamping tools.



PULLMAN-STANDARD'S mobile ballast cleaner eliminates many of the previous objections to costly equipment of this type. Savings realized in one season's operation are said to go a long way toward paying cost of the machine.

Further Development Planned For Phenol Operation In Ala.

Reichhold Chemicals, Inc., of Detroit, Mich., and Diamond Alkali Company, of Cleveland, O., have announced a cooperative venture for the further development of Reichhold's phenol operation in Tuscaloosa, Ala.

The plant involved, which utilizes the sulfonation process, was built by Reichhold in 1934 at a cost of \$3,500,000 in order to alleviate the wartime shortage of phenol and since has been continuously operated by the Detroit firm.

Under the cooperative plan of the two well-known chemical concerns, it is contemplated that the physical assets and operation of the Tuscaloosa plant will be transferred to a new Alabama corporation. P. J. Ryan, who is the Reichhold vice president and general manager at Tuscaloosa, will continue to direct the operation of that plant.

Diamond Alkali has entered into a financial arrangement with Reichhold which will provide funds for the extensive modification and improvement of the processes principally employed there. Diamond has also acquired an option to purchase a one-half interest in the new Alabama company.

In announcing this important alliance, Henry H. Reichhold, chairman of the board of Reichhold, and Raymond F. Evans, president of Diamond, explained that the research facilities of both concerns would be combined to promote developments and new processes in the field of phenol and derivative chemical products in which the two companies have a broad community of interests.

Dallas Bank's House Organ Wins Excellence Award

The Republic Rambler, house organ of the Republic National Bank of Dallas, was awarded a Certificate of Excellence at the annual convention of the Society of Associated Industrial Editors at Kansas City last month. This is the top classification in the General Awards division in which nearly 400 industrial publications spread over most of the Nation competed. Grading was based on four points: Accomplishment of Purpose; Editorial and Copy Achievement; Appearance Achievement; and Production Achievement.

Felder Cotton Firm Opens Galveston Branch

W. D. Felder & Co., one of the largest cotton firms in the South, opened a branch office in Galveston, Texas, recently.

The company has taken a 10-year lease on a Galveston Wharves two-story con-

crete warehouse on pier 35. The warehouse has 73,000 square feet of floor space.

Michael A. Brown, who has been connected with the Southern Cypress & Warehouse Co. in Galveston for the past 11 years, will be the company's branch manager.

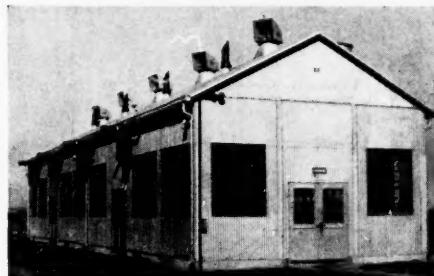
New SASI Headquarters Located In Atlanta

Atlanta has been chosen as the site for a new regional science-industry office to be devoted to promotion of industrial re-

search as a solution to Southern economic problems. The office is to be the headquarters of the Southern Association of Science and Industry.

The SASI is a non-profit, non-political organization of scientists, educators, industrialists, and independent business and professional men founded in 1941. Its prime objective is the promotion of industrial research needed to develop new products and processes for utilizing Southern raw materials and conserving Southern resources. Its efforts already have led to establishment at Birmingham of the Southern Research Institute, and to the creation of the Industrial Research Institute of the University of Chattanooga.

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Allied will completely engineer your special building requirements from analysis of your need to placing the last piece of steel.

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WRITE FOR ALLIED'S CATALOG

ALLIED STEEL PRODUCTS CORP.

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Tulsa, Oklahoma

Commonwealth And Southern Reorganization Ok'd By SEC

The Commonwealth & Southern Corporation of New York, the mutual service company for Consumers Power, Ohio Edison, Alabama Power, Georgia Power and other Commonwealth & Southern subsidiaries, has received the approval of the Securities and Exchange Commission for reorganization as an independent service company, it was announced by Granville H. Bourne, President. Under the order, the company is authorized to expand its activities throughout the public utility and industrial fields. The stock in the reorganized

company will be owned by its officers and employees, numbering about four hundred men and women located in New York and Jackson, Michigan.

The reorganization will take place upon the dissolution of the holding company, The Commonwealth & Southern Corporation of Delaware. Following the action of the SEC, directors of Commonwealth of New York have met to begin the necessary steps for making the reorganization effective.

It is proposed to call the new company Commonwealth Services Inc. Present officers, who are also the Directors of Commonwealth of New York are: G. H. Bourne, President, W. B. Tippy, J. H. Foote and W. J. Herrman, Vice Presidents.

W. G. Bourne, Jr., Vice President and Treasurer, H. S. King, Comptroller and E. E. Nelson, Secretary.

Southwestern Metals To Build Sponge Iron Plant At Longview

Southwestern Metals, Inc., will start construction in Longview of a one million dollar commercial sponge iron plant, according to a recent announcement by Roy Hearne of the East Texas Electric Steel Co., Longview, Texas. The plant will have a capacity of two thousand tons of sponge iron a month and present plans call for the production of pig iron and the finest grade of steel.

East Texas Electric Steel Co., will operate the project for Southwestern Metals, Inc. Southwestern is composed of Detroit, Michigan, and Texas industrialists and has a franchise on the Madaras Direct Reduction Process. This method uses natural gas as an energy gas in contrast to the conventional method of using coke in reducing iron ore.



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Union Trust Co. of Maryland Declares Regular Dividend

The Directors of Union Trust Company of Maryland recently declared a regular dividend of 40c and an extra dividend of 10c a share on the capital stock of the Trust Company, payable November 15, 1949, to stockholders of record October 18, 1949.

U. S. Cold Storage Gets Port Lavaca Plant

The municipal freezing plant at Port Lavaca, Texas, has been acquired by the United States Cold Storage Company of Kansas City, Mo., under a long-term lease agreement, according to an announcement by E. M. Dodds, U. S. Cold Storage Company president.

The Port Lavaca plant which will be operated as a branch of the Kansas City unit, was built in 1935, expanded in 1945, and now has a quick freezing capacity of 150,000 pounds daily, one of the largest in the Southwest. Besides rail and highway facilities the plant has boat docking one side of the plant where fishing boats can unload shrimp, fish and other seafoods for processing.

In the deal U. S. Cold Storage acquired buildings which now house the Texas office and packing plant of General Seafoods Co., and three other processors. Nearby is Eagle Pass Food Products Co., which packs vegetables to be frozen in blast freezers.

A 30-ton ice plant is part of the facilities and it supplies ice for Port Lavaca town and for outgoing boats.

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LAND RECLAMATION,
CANALS,
PORT WORKS

RIVER AND HARBOR IMPROVEMENTS
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with Built-In Savings



One fabricator, one profit — a coordinated job from blue-prints to delivery. Such were the advantages that our customer, one of America's largest and most discriminating concerns, found in choosing Ingalls to build its fleet of four new chemical barges.

The 195 ft. barges were built at our Pascagoula, Miss., and Decatur, Ala., shipyards, while the high pressure tanks were fabricated simultaneously at our Birmingham and Pascagoula plants by our subsidiary, the Birmingham Tank Co.

Each barge has a carrying capacity of 234,000 gallons. The tanks may be mounted separately or made removable in the open hopper type barge. For coast-wise service and for open water on the intercoastal canals, the tanks may be installed below deck in similar tank type barges.

Let Ingalls "build-in" the profits on your next tank barge or plate work order. Quite often, economies result from joint use of our modern fabricating facilities that can be passed on to the customer. Write, wire or telephone for information.

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BUSINESS NOTES

The Powermatic Ventilator Company of Cleveland, Ohio, makers of Iron Lung roof ventilators, intake units, and related items have changed their name to **Iron Lung Ventilator Company**. Headquarters remain at 4019 Prospect Avenue, Cleveland 3, Ohio.

Knapp Brothers Manufacturing Co., Joliet, Illinois, a 50 year old manufacturer of metal baseboards, window trim and stools, and other special metal building products, has recently been acquired by the owners of the **Steelcraft Manufacturing Co.**, Rossmoyne, Ohio.

Appointment of the **W. L. Reynolds Company**, 502 W. Franklin Street, Baltimore, Maryland, specialists in cutting tools, grinding wheels, and abrasives, as an additional authorized distributor in Baltimore, Md., and vicinity by **Carbocoy Company, Inc.** of Detroit, has come as a direct result of the increasing demand for tools that will increase machine-productivity and cut costs, according to W. L. Reynolds, President of the company.

Headquarters office and salesroom for the Carbocoy line will be maintained in Baltimore. Carbocoy standard tools, standard blanks, carbide tipped masonry drills, and diamond impregnated carbide wheel dressers will be carried in stock.

Net income of **The Southern Company**, of Atlanta, Georgia, for the 12 months ending September 30, 1949, totaled \$14,953,802.71 as compared with \$10,204,421.89 for the same period last year. Gross revenue amounted to \$122,869,680.46 compared with \$115,152,360.12 for the previous year.

Gross income for the same twelve month period amounted to \$27,074,532.65 with \$21,834,910.38 for the same period last year.

Net sales of **International Minerals & Chemical Corp.**, of Chicago, Illinois, for the three months ending September 30, 1949, totaled \$10,208,702 as compared with \$9,234,246 for the same period last year. The increase amounted to 11 per cent.

Net earnings for the same three month period were \$805,627 as compared with \$786,091 for the previous corresponding period, representing an increase of 2.5 per cent. Earnings for the 789,780 common shares outstanding for the three month period were \$.89 per share as compared with \$.87 per share for the same period last year.

Morehead Patterson, Chairman of **American Machine and Foundry Company** of New York, and Paul Gardner, President of **De-Walt, Inc.** of Lancaster, Pa., announced that the two corporations had executed an agreement providing for

the acquisition of all of De-Walt's properties and assets by American Machine & Foundry Company, subject to the approval of the De-Walt shareholders.

The agreement was made as part of a diversification program of American Machine & Foundry. It will also provide the stockholders of De-Walt with greater diversification, since AMF manufactures a varied line of cigar, cigarette, bakery, stitching and industrial machinery.

The Baldwin Locomotive Works, Phila., Pa., recently announced that it has bought the press business of **Defiance Machine Works, Inc.**, Defiance, Ohio. The purchase includes all models of Defiance preform presses, which will now be manufactured under the Baldwin-Defiance name at the Baldwin Edystone, Pa., plant. Original drawings, other engineering data, and accessories for specialized applications are included in the transaction. These presses will be sold through the Baldwin district sales offices.

Randall Graphite Bearings, Inc., which has for over 30 years handled its line of patented oil reservoir graphited bronze bearings, and self-aligning pillow blocks, graphited carbon rings, cast iron clutch throw-out collars for automobile use, plain and sintered metal bearings from its Chicago plant, has purchased the foundry and machine shop of **Shook Bronze Corporation** at Lima, Ohio. The foundry was thoroughly modernized in 1946. The machine shop is well equipped and will be augmented by a transfer, in due course, of the Randall Chicago plant to Lima. Production at the Lima plant, presently to be known as Randall Graphite Bearings, Inc., Shook Bronze Division, began October 10, 1949.

Public Relations Dept. of the **B. F. Goodrich Company**, Akron, Ohio, announced that Frank T. Tucker, director of advertising recently celebrated his 30th anniversary with the organization.

The Bullard Company, manufacturers of machine tools, Bridgeport, Conn., announces the appointment of Mr. H. Edward Neale as the Chicago direct representative, working in conjunction with **Marshall & Huschart Machinery Co.**, 571 Washington Boulevard at Jefferson St., Chicago, Ill. Mr. Neale is taking the place of Mr. George York, recently deceased.

Philip B. Niles has been elected a vice president of the **Yale & Towne Mfg. Co.**, of New York. Mr. Niles will join Yale & Towne on November 7, and will devote his attention to marketing and to the development of executive personnel throughout the company. He has been public relations director for the Owens Illinois Glass Co., Toledo, Ohio, since early in 1948, and had previously been vice president of the American Water Works Co.

2 Engines are Better than 1

**This NEW
Vegetable Harvester
Is Powered by
2 WISCONSIN
Heavy-Duty Air-Cooled
ENGINES!**



Harvesting onions and other vegetables mechanically is a NEW idea for a NEW machine . . . The Dilts-Weitzel (Ithaca, Mich.) Vegetable Harvester, powered by TWO Wisconsin Heavy-Duty Air-Cooled Engines . . . one driving the unit . . . the other powering the harvesting mechanism.

Peak efficiency and flexibility are always delivered, because the harvesting engine operates at uniform speed, regardless of the forward travel speed, and it shuts down entirely when moving to new locations. Furthermore, TWO Wisconsin Engines weigh less, cost less, use less fuel, and have lower part replacement costs than one large engine of comparable total horsepower.

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2 to 30 hp., single-cylinder, two-cylinder, and V-type four-cylinder models.



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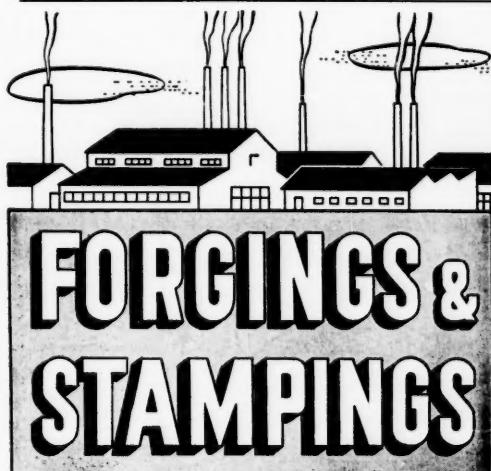
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GOLD MEDAL Tubex Steel Scaffolding—Safety Scaffolding Machines—Junior Safety Swinging Scaffolds—Steel Sidewalk Bridges—Ladders—**"TROUBLE SAVER"** Sectional Steel Scaffolds—Steel Scaffold Brackets—Adjustable Steel Trestles

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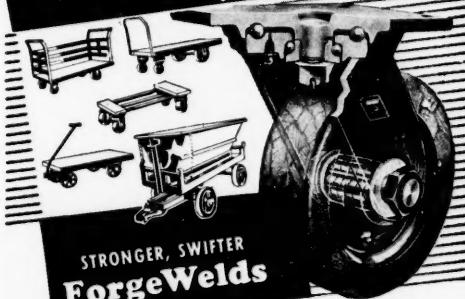
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A tax-free plant site and building. Constructed according to *your* specifications. Located in a progressive Mississippi community where the citizens are ready to *prove* their attitude towards new industrial enterprises by voting to spend *their* money to finance your industrial building.

That's the offer. It's made possible by Mississippi's *exclusive* BAWI Plan, which authorizes political sub-divisions of the state to vote bonds to purchase plant sites and construct buildings for acceptable industries.

To show that the people of Mississippi mean business, here's how one of the sixty-three successful elections held under the BAWI Plan turned out:

Ripley Miss.—\$250,000 bond issue.
W. B. Coon Shoemaking Plant. Vote:
380 FOR, 13 against (July, 1949).

Whether or not you are interested in the financial aspects of the state's BAWI Plan, you will find in Mississippi all the other major factors which determine a good plant location. These advantages are presented in full in a new factual and pictorial industrial handbook—*"Inside Mississippi"*—available on request.

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Ground Floor, International Trade Mart, New Orleans

How To Do Business With AEC Described In New Release

A booklet describing how to do business with the U. S. Atomic Energy Commission is now available from the Superintendent of Documents, U. S. Government Printing Office.

The booklet entitled "U. S. Atomic Energy Commission Contracting and Purchasing Offices and Types of Commodities Purchased" has been prepared to assist businesses interested in selling products used in the national atomic energy program, and is designed particularly for the guidance of small business concerns. It contains lists of the supplies, materials and equipment being purchased by or for the AEC and its contractors, the addresses of the purchasing offices and agents, and instructions on how a business firm may be considered to receive invitations to bid.

Lion Extends Production One Mile West In Scurry County, Texas

T. M. Martin, President of Lion Oil Company, announced recently the encountering of the Canyon reef formation and a very satisfactory drill stem test on the Lion Strom #1 well, a semi-wildcat one mile west of production on its 5400 acre block in the Diamond M Field of Scurry County, Texas.

Concurrent with Lion's test of the Strom #1, Newman Brothers, by offsetting the northeast corner of Lion's block, found oil and gas saturation in the Canyon reef in their Eiland #1 well, which indicates an extension of production three-fourths of a mile to the northeast of present production in the Diamond M Field.

Mr. Martin states that these extensions

add very substantially to the proven acreage which Lion holds in this field. The company presently has thirty-two wells completed and on production with seven additional wells drilling.

"Lion Oil Company anticipates a very active drilling program for the remainder of 1949 and a considerable portion of 1950 to fully develop its block of acreage in the Diamond M Field," Mr. Martin said.

Three Southern Magazines Start Production at Nashville

Announcement has been made that three Southern magazines will change their production locations from Dallas, Texas to Nashville, Tennessee in time for their January issues. The three publications are *Holland's Farm & Ranch*, and *Southern Agriculturist*. The last two named magazines will be consolidated into the "Southern Agriculturist—Farm & Ranch," and will boast a combined circulation of 1,275,000 copies. This will put it in the lead in the South and in fifth place in the nation among such publications, according to the *Nashville Banner*. *Holland's* now has a circulation of 550,000. All three of these publications are owned by Equitable Securities Corporation, with Brownlee Currey serving as publisher.

The joint production operations is part of an expansion program that started recently with the printing and distribution of *Southern Agriculturist* by the Cueno Press of Kokomo, Ind.

Oklahoma Industrial Exhibit Draws Large Crowd Oct. 26-30

The second annual Made-in-Oklahoma Manufacturers' Exposition was held in Oklahoma City's municipal auditorium from October 26 to 30. This mammoth

industrial spectacle, under the auspices of the Oklahoma Planning and Resources Board, was the greatest array of Oklahoma products ever assembled.

Exhibits featured everything from fragile glass and pottery to heavy oil field equipment.

Two of the main attractions of this industrial extravaganza were a five-room sectional home, furnished and equipped with Oklahoma products, and a complete oil well drilling operation, which occupied the stage in the auditorium.

The event was open to the public, and it was estimated that the crowd of visitors exceeded the 200,000 mark set by the exposition last year.

Camp Manufacturing Co. Plans New High Speed Paper Machine

J. L. Camp, Jr., President of Camp Manufacturing Company, has announced the completion of plans for the installation of a new high speed 226" Fourdrinier paper machine for the manufacture of lightweight unbleached kraft papers at the Franklin, Virginia operation. It is scheduled for October, 1950.

This new lightweight machine will complement the present 212" machine to be run on heavyweight kraft paper and the 80" machine to be run on kraft specialties now in operation, and will provide an outlet for surplus pulp producing capacity now available at the Franklin mill.

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SWITCH EQUIPPED CONTROLS



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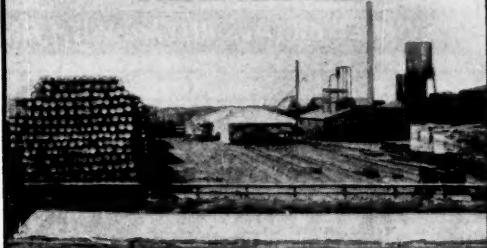
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Norfolk, Savannah, New York

Plants at: New Orleans; Winfield, La.; Louisville, Miss.;
Savannah, Ga.; Jackson, Tenn., and Norfolk, Va.

New Plants

(Continued from page 16)

HOUSTON—Edmund Pineoffs, 5220 Carolina Ave., one-story warehouse, \$40,159.

HOUSTON—Rosenstock Motors, Inc., erection of auto display building, \$300,000.

HOUSTON—Shelby Biscuit Co., 3316 Washington Ave., one-story office and warehouse.

HOUSTON—Southwestern Bell Telephone Co., one-story addition to bakery.

HOUSTON—Southwestern Bell Telephone Co., warehouse alterations.

HOUSTON—Texas Co., Houston, several service stations.

HOUSTON—Turbilex Motors, Inc., one-story building, Humble Oil & Refining Co., service station.

KENNEDY CITY—Humble Oil & Refining Co., linseed oil refinery, \$75,000.

KERRVILLE—Andy Barker, building to include service station and cafe.

LAREDO—Southwestern Bell Telephone Co., one and modern dial telephone building, \$1,670,000.

LONGVIEW—Royal Crown Bottling Co., bottling plant, \$80,000.

LONGVIEW—Southwestern Metals, Inc., sponge iron plant, \$1,000,000.

MISSION—Spikes Motor Co., maintenance building and remodeling existing building.

WHEELING—Bailey County Elec. Coop., administration building.

PARISH—DeKalb Hybrid Seed Co., DeKalb, Ill., plans nursery plant, \$100,000.

SAN ANGELO—Findlater Hardware Co., one-story wholesale building.

SAN ANTONIO—E. H. Conrad, 150 Simpson St., two-story building.

SAN ANTONIO—U. K. Garage, service station and garage.

SAN ANTONIO—Humble Oil & Refining Co., service station.

SAN ANTONIO—Knowlton's Creamery, 1314 Fredericksburg Rd., second-story addition to present plant.

SAN ANTONIO—Martin Linen Supply Co., 421 Roosevelt Ave., two-story building.

TEMPLE—American Desk Mfg. Co., manufacturing building.

TYLER—R. W. Fair, two-story parking building, \$203,600.

VALDE—Texas & New Orleans Railroad Co., Houston vegetable-packing shed, office.

VERNON—Danney & Harvey Chevrolet Co., automobile building.

WAXAHACHIE—Dick Hipp Buick Co., one-story business building.

VIRGINIA

LAMBERTS POINT—Norfolk & Western Railway Co., yard office and locker building.

RICHMOND—Chesapeake & Potomac Telephone Co., improvement and expansion of telephone facilities.

RICHMOND—Esso Standard Oil Co., plans bottled gas plant and oil refinery, \$1,100,000.

RICHMOND—Esso Standard Oil Co., 2000 Temple Ave., warehouse, \$25,000.

SURRY—H. C. Motor Co., building, \$45,000.

The first floor of the existing receiving building will be remodeled to handle re-gauging operations. The second floor of this same building will be remodeled into a receiving room with new flooring sufficient to support a 250 pound live load. Plans call for a 1,410 barrel capacity with about 1,000 on racks three high and the balance on the floor. The entire project is expected to be completed shortly.

Galveston to Have New Tea Processing Plant

The Lipton Tea Co. has brought a new industry and a new cargo to the Port of Galveston, Texas.

A contract has been signed by Lipton Tea and the Galveston Wharves Co. which will result in construction of a \$500,000 processing plant in Galveston employing 200 persons.

A long-term lease has been taken by the company on waterfront property at Avenue A and 18th street. The site was selected by Eric H. Felsley, Lipton production manager.

Construction of the plant is to begin immediately. Completion is tentatively set for the spring of 1950.

When in operation, the plant will receive shipments of tea from India and Ceylon which will be processed and distributed from Galveston.

National Distillers Embarks On \$2,000,000 Improvement

A \$2,000,000 improvement program to make its Louisville, Ky., bottling plant one of the largest and most modern of its kind in the nation has been undertaken by the National Distillers Products Corporation. The project embraces new construction as well as enlargement and renovation of existing buildings on the 22½ acre site. Receiving and shipping facilities will be enlarged to handle increased production. The present building used as a combination receiving and re-gauge room is being altered extensively; a new three story processing building is being erected, and the present bottling house enlarged.

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Write Dept. MR
HYMAN VIENER & SONS . RICHMOND, VIRGINIA

Baltimore & Ohio Orders Diesel-Electric Locomotives

The Baltimore and Ohio has just placed an order for ten Diesel-electric switching locomotives from the Lima-Hamilton Corporation of Lima, Ohio.

These switchers will be of 1000 horsepower each. All of them will be assigned to the Toledo Division of the B & O. Six will go into service at Dayton and two at Hamilton, with the result that switching operations of the B & O at both of these cities will be completely Dieselized. The other two will be assigned to Lima. Delivery on this order will begin in January of next year.

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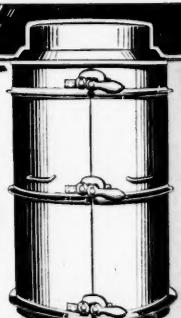
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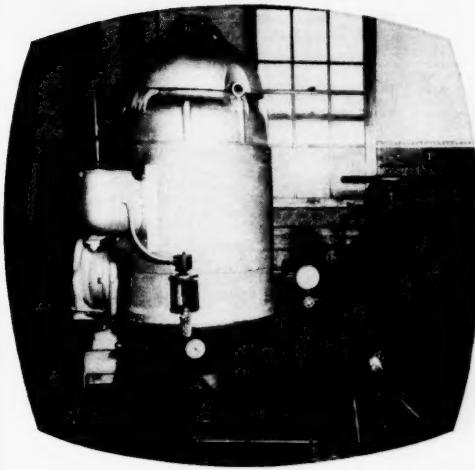
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TRADE LITERATURE

Bailey Meter Co., Cleveland 10, Ohio—16-page bulletin featuring design improvements and new applications for their combustibles recorder. Drawings and photographs explain the operation of the electronic type instrument.

Walter S. Chittick Co., Phila., Pa.—Bulletin, self-explanatory, describing a handy, inexpensive device that should be helpful to painters, maintenance men, millwrights, window cleaners and others who work on ladders for longer than short periods at a time.

The U. S. Instrument Corp., Summit, N. J.—Catalog announcing their new line of Sound Powered Telephones for industrial and mine use. The booklet describes the redesigned features and explains in detail how each station operates.

Taylor Forge & Pipe Works, Chicago 90, Ill.—32-page bulletin on corrosion service piping. Economics, standards, advantages of welding, extensive technical data, design tips, and complete dimensional information on stainless steel fittings and flanges are included.

General Electric, Schenectady 5, N. Y.—20-page illustrated bulletin GEA-5233, describing the newest General Electric tele-metering equipment for electric power distribution and industrial applications.

The Bellows Co., Akron, Ohio—Bulletin describing their Power Dome, non-rotating, double-acting air cylinders giving complete data including dimensional drawings on all of the different types of mounts and different sizes. Please address all inquiries to Mr. W.

C. Richards, Jr., The Bellows Co., 222 W. Market St., Akron, Ohio.

Foote Bros. Gear & Machine Corp., Chicago, Ill.—16-page engineering manual, MPA-16, their new catalog. It is a 4-page booklet titled Helical Gear Drives, giving complete ratio information, horsepower rating tables, simplified selection procedure, overhung load capacities, assembly diagrams, dimensions and weights of single, double and triple reduction units.

Reynolds Metals Co., Louisville, Ky.—Latest issue titled "Technical Advisor" carrying a feature article on polishing aluminum with abrasive belts, detailing a number of standard and special machining setups for handling a wide variety of work and also containing considerable data on belt recommendations and operating practices.

The Electric Sprayit Co., Sheboygan, Wis.—24-page pocket-size booklet providing some worthwhile tips on sprayers, compressors, guns and nozzles. Directions for spraying cover the mixing of material, making the pattern, triggering the gun, overlapping and protecting surfaces which are not to be sprayed.

Beaver Art Metal Corp., Ellwood City, Pa.—Illustrated folder describing Beaver Hoisting Towers giving full details of construction. Requests for copies should be addressed to Dravo Corp., National Dept., Dravo Bldg., Pittsburgh, Pa.

Benjamin Electric Mfg. Co., Des Plaines, Ill.—40-page "Quick-Reference" catalog bulletin describing and illustrating the most widely used Benjamin lighting units. The

bulletin also contains detailed information on lighting equipment for many types of planned lighting installations.

C. H. Wheeler Mfg. Co., Philadelphia 32, Pa.—16-page booklet, containing hints on operating and maintaining various types of elevators. Contains the procedure for (1) Putting Towers Into Service, (2) Inspection, (3) Lubrication, (4) Checking Efficiency, (5) Partial or Total Shutdown. Copies are available to those making requests on company letterhead.

Patterson Foundry & Machine Co., East Liverpool, Ohio—36-page illustrated book listing the company's products and describing their activities in process engineering, from complete plants to individual machines.

Surface Combustion Corp., Toledo, Ohio—4-page folder describing the application of the Dry (gas) Cyaniding process to the operation of continuous and batch-type industrial furnaces. Automotive parts treated by this process as described, include washers, bushings and bolts, gear shafts, tractor parts, and push rods.

Bethlehem Steel Co., Bethlehem, Pa.—Sound motion picture in black and white entitled "Alloy Steels—A Picture of Controlled Production," depicting present-day manufacture of alloy and special steels, emphasizing particularly the care exercised in the control of all manufacturing processes.

Monsanto Chemical Co., St. Louis 4, Mo.—Booklet which sketches the contributions of the industry to the production, packaging, and merchandising of food. A helpful tabulation lists all of the products by use and refers to the proper division of the company for further information or research assistance.

Ruber & Haas Co., Philadelphia, Pa.—12-page booklet titled "Plexiglas for Product Demonstration" for manufacturers and marketers of mechanical and other products, and for plastics fabricators. Copies are available on request.

Allied Radio Corp., Chicago, Ill.—1950, 160-page catalog covering "Everything in Radio and Electronics." Special emphasis has been placed on equipment for industrial maintenance, research and production requirements. Copies may be obtained without charge.

American Wheelabrator & Equipment Corp., Mishawaka, Ind.—Bulletin No. 534, entitled "The Use of the Airless Wheelabrator in Pipe Line Construction." Pictures are used profusely to show various installations for cleaning both new pipe and pipe that has been taken from the ground and is being reconditioned.

Schutte & Koerting Co., Phila., Pa.—Bulletin 5-A describing low-level Multi-Jet condensers. Cut-away views and sectional drawings are used to show construction, and installation photographs and colored diagrams illustrate typical applications.

Armstrong Machine Works, Three Rivers, Mich.—Revised Bulletin No. 1772, covering its complete line of steam humidifiers, including two new air-controlled models. Also listed are air operated and solenoid operated valves manufactured by the company for use in humidifier control.

Dings Magnetic Separator Co., Milwaukee 14, Wis.—8-page illustrated bulletin, "Dings Certified Magnetic Equipment," describing Dings electric and non-electric magnetic industrial-type magnetic drums, triple pole rectangular magnets, lifting magnets, non-electric plate magnets, high intensity induced roll and cross belt magnetic separators and several other types of equipment.

Aluminum Ladder Co., Worthington, Pa.—12-page folder titled "Alco-Lite Aluminum Ladders for Industry," describing their folding, step ladders, wall-mounted ladders, and straight ladders. Weights of the ladders are given in the tables of specifications.

Reinhold Publishing Corp., New York 18, N. Y.—Chemical Engineering catalog, providing a collected source of condensed, and standardized data about equipment, machinery, raw materials, heavy and fine chemicals used in the industries employing chemical processes of manufacture. Classified indices of such equipment and materials, carefully cross-referenced.



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Longview Saginaw Changes Name to Longview Lime Corp.

Some time ago when Longview Lime bought the Saginaw Lime Works they combined the names into Longview Saginaw Lime Works, Inc., the name Longview continuing to predominate because of the fine reception that the name has been accorded throughout the area for almost a century.

With their facilities still further enlarged and modernized, the original owners state that they no longer resist the popular demand that they drop the Saginaw, and have Longview only speak for Longview Lime. Accordingly, as of September 1, the firm name was officially changed to Longview Lime Corporation.

The ownership, management and capital structure of the company remains exactly as heretofore.

Davison Chemical Net Income For Third Quarter below '48

Net income of The Davison Chemical Corp. for the three months ended September 25 after provision for income taxes amounted to \$296,000 as compared with \$428,000 for the same period last year. Sales for the three months totaled \$6,606,000 as compared with \$7,840,000 for the same period last year.

Kentucky Chamber Publishes 1949 Industrial Directory

Kentucky Business reports that the 1949 edition of the Kentucky Industrial Directory is now off the press, and that copies are available from the state chamber office in the Fincastle Building, Louisville. The Directory sells for \$2 per copy.

The primary function of this publication, which is prepared, financed, and published jointly by the Kentucky Chamber of Commerce and the State Agricultural and Industrial Board, is to show Kentuckians what to buy in the state and where to buy it, and to show others what Kentucky has to sell.

According to *Kentucky Business* there are "packed into its 384 pages . . . carefully cross-indexed lists of manufacturers by location, type of industry, and products manufactured. Listed also is information on the production of coal, oil, gas,

clay, fluorspar, and on quarrying." There is, in addition, "a mass of data on the state's bus lines, railroads, truck lines, airlines, and commercial water carriers. As far as could be learned, information on the last named has not been previously compiled and published."

Listed also are vocational schools, newspapers, radio stations, and public and private electric companies and associations.

Compilation of the information contained in the directory, which is by far the most comprehensive yet issued and the first one since 1946, was a cooperative enterprise which enlisted the aid of local community volunteers, plant officials, business and civic groups, state agencies and private statewide associations.

Sonoco Products Company Marks 50th Anniversary

This year marks the 50th anniversary celebration of the Sonoco Products Co. To commemorate all these years of service to the textile industry the company has issued a colorful, 20 page, illustrated booklet which tells the story of the work and romance that went into the building of a large industrial organization, which now operates six plants and employs something over 3,000 people.

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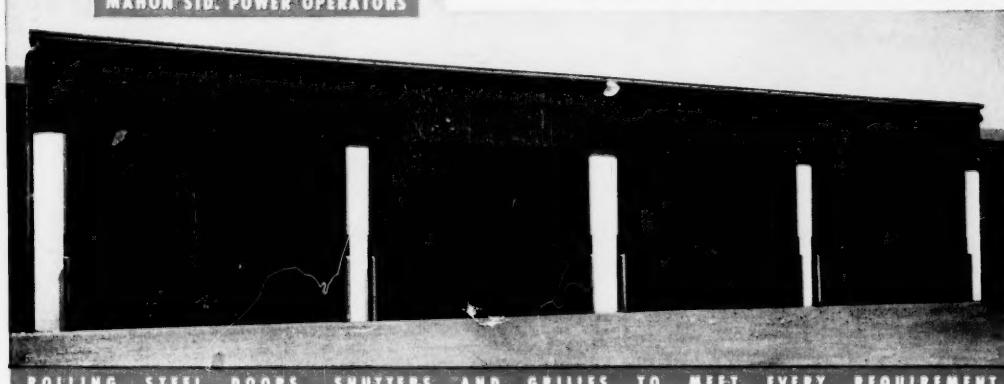
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